**Slo**bal journey

MONDAY AUGUST

#### SUNDAY

**m**idnicht vigit.

projected on to the stage mix

tape The concert will be the

#### **Backing** a hump

Berin is the to stage Emply cantel it bes todat at theme, Huppedarten hippoaremelle. special are are expected for his graduate points and by the limits Emirates, which is provided: United in the Gulf the master provided the artists, not said.

Cycle champions

More than a set of the worlder crystant and the museume Rependence Landerteneral field Marie E. . . . . The 148 m Brittel, lau et inig year? füb Chip have non-reach founder filtrace incomplianship

Constitute of the Constitute o

on the individual range of a current care

Read in the control of the state of the stat ue 221 14 1 20 12 -212 日間 3v-77 2 ... 20 27 78 78 2012 # 07. TO 1 12000

ack will respond be ler needs. MS 15 JULY 1 SA SALA

grown in horizons Marines a successive Reand contact and again Services of the services of th 100 mm (100 mm) (100

The second of th e vous order just plus track Confidential

55 244

## EINANCIAL TIMES

German Greens

Why they want the euro



Newspaper http://www.FT.com

The best may be yet to come

Richard Lambert, Page 16



Zionism centennial

Basle festival recreates excitement



Pakistan

Survey, Pages 9-14

Courage needed to face the flaws

TUESDAY AUGUST 12 1997

#### Madrid considers Group set to become one of world's top 10 financial services companies \$787m sale of military property

Spain's defence ministry has asked NatWest Markets, investment banking arm of UK-based National Westminster Bank, and accountants Arthur Andersen to advise it on disposing of Pts 122bn (\$787m) of military property, including land and operational headquarters. Options open to the Spenish government could include elther an outright sale or a sale and lease-back arrangement, allowing the Spanish military to commune using the properties. Page 18

\$16br less deaf for Thaliand: The International Monetary Fund and seven Asian countries restarday surveiled a \$16bn lean deal to help Thalland over its recent currency turmoll. Chins is also expected to participate. Page 18; Self-interest, Page 6; Carmakers cut Thai plans, Page 4; Observer, Page 17

Tyre profits Jumps New products and cost-cutting spurred Germany's big tyre maker. Continental, to a 78 per cent lesp in interim profits. The pre-tax figure rose to DM208m (\$113m) from DM120m lest year, beating analysts' expectations. Page 19

Euro 'would boost travel': A single European currency could give a big boost to business and leisure cravel, and would reduce travel costs, says a report for the Association of British Travel Agents. It concluded that European economies were likely to perform better if the euro launch succeeded, leading to more travel. Insurers short of cover for euro, Page 2

French beating accident: A cruise boat on the river Seine hit a bridge near the Louvre Museum in Paris, injuring 28 tourists, at least one of them seriously.

Move in US post strike: Teamsters union and United Parcel Service leaders agreed to separate meetings with US labour secretary Alexis Herman in a bid to end the eight-day strike at the package carrier. Talks between the parties broke down at the weekend, Page 3

Libya-bound cargo selzed: Secret police in the Italian port of La Spezia uncovered sophisti-cated, Cerman made missile-making equipment bound for Libya. The equipment, found in three cargo containers, was seized by officers who had been tracking them since January.

Condensed books: Reader's Digest Association chief James Schadt has quit a month after cutting the company's dividend and earnings forecasts. In April, the troubled publisher reported third-quarter cornings down 31 per cent to \$37.6m. Page 19

company suspended involvement in a 51hn Vict-nam property scheme, leaving a gaping bole in the country's foreign investment figures. The development was to have been the biggest foreign project in Ho Chi Minh City since Vietnam opened to foreign investment. Page 6

Ford's UK car sales diver UK market leader Ford saw its share of new car sales plunge last month as big importers took 70 per cent of registrations. It captured just under 12 per cent compared with 14.6 per cent in July 1996. Page 7

Fossii clutch: A fossiis expert has found at least 10 dinosaur eggs in western Canada. The fossilised eggs could have been those of a duckbilled Hadrosaur or a horned and crested Ceratopsian, the scientist said.

Hard bats off in Northern Ireland:



British troops in Northern Ireland have swapped battle belimets for soft regimental caps in the wake of last month's Irish Republican Army ceasefire declaration. It is the latest sign of an easing of the tension which has gripped the province during most of the 28 years of IRA war against British rule. Page 13

FT.com: the FT web site provides online news, comment and analysis at http://www.FT.com

H STOCK MARKET MOICES	# GOLD
New York: Innektione Dow Jones Ind Au	New York: Comex (Aug. \$328.2 (326.1)
Europe and Far East	London
CAC402983.44 (-12.83)	ciose \$327.56
DAX	325.59
FTSE 100 5.031.9 (+0.6) kilderi 16,824.18 (-780.28)	M DOLLAR
waste communication for facility	New York: Incidence
US LUNCHTIME RAYES	£136015
	DM _1.85795 Fir6.258 SFr1.574 Y115.95
W OTHER RATES	London: C1.5907 (1.5784)
	DM1.8544 (1.8531)
WK: 3-mu bischark	Ffr 5.2408 (5.2458) SFr 1.5223 (1.5109)
France: 10 yr OAT	Y118.736 (115.880)
Japan: 10 yr JGB108.6704 (106.638)	Yolcyo close: Y 115,50

Brent Dated \$18.23 (18.36) DM \_ 2.9497 (2.9249

H HORTH SEA OF (Argus)

E STERLING

Albrid 1991.35 Separat 1995; Capter (F1.5). Bermant 1961.05; Branch 1961.05; Final Philips (Final Follow) Chinch 1962; Chinch 1962; Chinch 1962; Chinch 1964; Chin

### Credit Suisse in \$9.5bn 'merger'

with Winterthur

Credit Suisse Group is set to become one of the world's top 10 financial services companies as a result of its agreed SFrI4.3bn (\$9.47bn) takeover bid for Winterthur Group, Switzerland's third blggest insurer, launched yesterday. The acquisition, which both sides characterise as a "merger", is one of the biggest so far in the rapidly consoli-dating global financial indus-try. where distinctions

between banking and insurance activities have become increasingly blurred. The new group, with 60,000 staff and 15m customers, will rank as Europe's fifth largest financial services group and the third largest global asset manager with assets under

In terms of its market capitalisation of just over SPr50hn, it will be slightly emaller than ING, the Dutch group formed

management of SFr700bn.

Nederlanden, Holland's biggest Insurer, and NMB Postbank, the country's second biggest

speculation over Winterthur, in which Mr Martin Ebner, Switzerland'e best known corporate predator, has built up a substantial stake. The two sides said yesterday that Mr Ebner's presence on the share register had contributed to the uncertainty and accelerated the announcement, but that the merger could not be construed as a defensive move to prevent Winterthur falling into his hands or those of a

foreign insurance company. Officials close to Mr Ebner, who is believed to control, directly and indirectly, close to 30 per cent of Winterthur, indicated the deal was "a reasonable industrial solution done at a fair price". Winterthur's

By Gwen Robinson in Tokyo

which had risen eubstantially

end when the Nikkei 225 aver-

July 31.

biggest shareholder in May. The acquisition is also a coup for Mr Rainer Gut, 65, who has headed Credit Suisse The deal follows months of since the early 1980s, After his plan last year to merge with Union Bank of Switzerland, his bank'e main rival, was rebuffed. Mr Gut responded by

undertaking a restructuring at Credit Suisse and poaching chief executive Mr Lukas Mühlemann, who had masterminded the restructuring of Swiss Reinsurance. Although Credit Suisse is buying Winterthur after its shares bave nearly doubled

this year, analysts welcomed the deal because of Mr Mühlemann'e presence on the hoard. Mr Gut, who will be chairman of the eolarged group, said that the "traditional distinction between banking and insurance is a thing of the past". By joining forces the shares have risen by more two groups expect to be able to than a third since Mr Eboer cut costs and increase reve-



announced a merger which will create Europe's fifth largest financial services group

other recent mergers, there will be relatively few job losses with 500 expected to be covered by natural wastage.

The two companies formed a strategic alliance last year and have been co-operating in areas such as pensions. Credit

nues by at least SFr350m boost its equity base and make within three years. Unlike its earnings less volatile, but will dilute its earnings by an estimated 8 per cent in 1997 and 4 per cent in 1998.

Credit Suisse will issue 70m new sbares to buy Winterthur's 9.45m outstanding shares in a deal which values them at SFr1,522 - a premium Suisse claims the merger will of 7 per cent over the average

price of Winterthur shares over the last 30 days. The shares fell SFr18 yesterday to SFr1,497. Credit Suisse shares, which have risen by more than 50 per cent this year, closed SFr3.50 lower at SFr205.

Imperfect barmony, Page 17 Merger details, Page 21 Lex, Page 18

#### **Athens** games loss hits Greek **Olympic** ambitions

By Kerin Hope in Athens

The world athletics championships in Athens - blighted by overpriced tickets, poor marketing and an apathetic local audience - have ambarrassed Greece in the final stage of its attempt to stage the 2004 Olympic Games.

The country's cash-strapped Socialist government will have to cover an estimated Drishn (\$60m) of losses caused by spending overruns and the shortage of paying spectators at the 10-day competition, which ended on Sun-

The championships opened with a Dr800m laser-lit extravaganza and closed with fireworks over the Athens Olym-

But in between there were several evenings when tha barely a quarter full and the organisers had to offer free tickets to schoolchildren and youth organisations, Income from ticket sales, projected at Dr2.5bn, is likely to be less than Dr500m, officials said.

Segas, the Greek sports federation and official organiser of the championships, agreed a Dr10bn budget for the event with the sports ministry.

A Greek sports official said: "The basic costs - refurbishing the stadium and putting in the media facilities - were within budget. The problems came with the extras: providing transport, hotels and secority for the athletes and, of

course, entertainment." Athens is one of five cities shortlisted for the 2004 Olympics. Its chances of being selected by the international Olympic Committee in next month's vote were believed to depend to a large extent on organising a successful

championship. But the events were poorly attended, partly because ticket prices, at Dr7,000 for a seat in the top tiers of the stadium, seemed expensive to Greeks,

overall outlook has now been clouded by evidence that the The Tokyo stock market lost economy has not yet recovered 4 per cent of its value yester-day in its biggest eingle-day increase in sales tax.

decline of the year, as the Industrial production to suffer from the steady sharp decline in New York remains weak while manufac unwinding of cross-shareholdstocks on Friday and the turers' inventories are soaring, dollar's slide against the yen- reflecting manufacturers' condealt fresh blows to investor cern about sparking off trade frictions with the US and weak The Nikkel 225 average slid domestic demand.

780.28 to close at 18,824.18, The latest economic data, below the 19,000 level for the indicating declining industrial first time since late April, and production and a coaring down nearly 7.5 per cent eince current account surplus, set the stage for yesterday's rout, feeding fears that Japan has Before last week many analysts had been hailing the entered a mini-economic downrecovery of the Tokyo market,

Stocks were sold virtually since the March 31 fiscal yearinvestors and domestic instituare closed at 18,003.40. The tions. The slide accelerated in

selling by bedge funds.
Within the market, share prices are expected to continue

ings between banks, financial institutions and client compa-World stocks.

nies, which have traditionally held shares in each other with

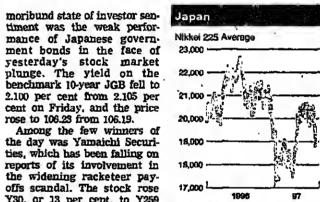
little regard for profitability. The recent series of weak economic figures is also likely to prompt companies to revise their earnings outlooks down across the board by foreign for the business year to March, further weighing on investor confidence. A measure of the

Nervous Nikkei falls below 19,000 the afternoon as Nikkei-225 moribund state of investor senfutures feli in Osaka on heavy timent was the weak performance of Japanese govern-ment bonds in the face of yesterday's stock market plunge. The yield on the

> cent on Friday, and the price rose to 106.23 from 106.19. Page 18 .Page 36

Among the few winners of the day was Yamaichi Securities, which has been falling on

reports of its involvement in the widening racketeer payoffs scandal. The stock rose Y30, or 13 per cent, to Y259 (\$2.18) following the company's announcement of the resignation of its ton executives. Anslysts said the market took the news as a positive sign that Yamaichi was dealing with the



more important factor was market speculation that Yamaichi was planning to merge with another financial instituscandal, but traders said a tion, possibly a Japanese bank.

### Republican anger as Clinton wields first budget veto

By Nency Dunne and Mark

US President Bill Clinton vesterday infuriated Republicans by targeting a large contributor to their party in his first use of the veto over individual provisions of budget legislation.

The president etruck ont three measures in the legislation signed last week and pronounced his intention "to protect taxpayers and to ensure that national interests prevail over narrow interests".

The president said he had scrupulously avoided vetoing any provision agreed with Congressional Republicans during negotiations over the budget bill two weeks ago. However, Mr Newt Gingrich, House speaker, said Republicans had been "blindsided" when they had "acted in good faith". The president was engaging in "petty politics".

One of the vetoed provisions was to allow farm co-operatives to pursue vertical integration. This could have given \$60m in tax breaks for the sale of a Utah sugar-beet refinery by a company controlled by Mr Harold Simmons, a leading

This was "well-intended" but "poorly designed", Mr Clinton said. He would work with Con gress to rewrite it. "It could have benefited not only traditional farm co-ops but giant organisations which do not need ... the law's benefits."

Mr Clinton also vetoed: A measure allowing large security and investment firm with foreign subsidiaries trading abroad to treat their profits on investments in the same way as manufacturing firms whose profits are not taxed until they are repatriated. In practice. White House officials said the provision would have allowed financial services companies to shelter income in for-

eign tax havens. · A provision allowing New York state to tap into the US Treasury to reduce its expenditure for Medicaid, the healthcare programme for the poor. "No other state would be given this provision, and it is unfair to the rest of the nation's taxpayers to ask them to subsid-

ise it," the president said. "Special interests will not be able to play the old game of slipping a provision into a massive bill in the hope that

Continued on Page 18

#### Continued on Page 18 | Republican contributor. CONTENTS FT/SP-A Wid Indices\_\_36 Foreign Exchanges ...... 25 Was Street \_\_\_ Int. Bond Service Menaged Funds \_\_\_27-29



Introducing a brand new chemical symbol.

For more information on the new Ciba Specialty Chemicals fax +41 61 636 3019 or visit our Website at http://www.cibesc.com

LONDON - LEEDS - PARIS - PRANKFURT - STOCKHOLM - MADRID - NEW YORK - LOS AMGELES - TORYD - HONG KOMB

### German Greens leader backs Emu

By Ralph Atkins in Bonn

Germany's Green party will insist on maintaining support for European monetary union if it forms a government with the Social Democrats (SPD) after next year's national election, according to Mr Joschka Fischer, the Green parliamentary leader.

In an interview with the Financial Times, Mr Fischer accused Mr Gerhard Schröder, high-profile prime minister of Lower Saxony and likely SPD chancellor-candidate, of "opportunism" in raising doubts about plans to launch the euro on January

"He is looking at the polls and what the majority is thinking or feeling. If the majority thought that the moon was not round. he would say that it was something else, I don't take it very seriously," Mr Fischer

The comments by Mr Fischer, the most influential of the Greens' leaders, are an important part of the positioning by Bonn politicians ahead of the general election means of addressing presin September 1998. At 11 per sures created by economic cent in recent opinion polls. the Greens - in conjunction ernment.

The SPD is expected to choose its chancellor candi- alised world." date next spring. The Greens will take a formal decision on European policy in November, but Mr Fischer said: "I'm sure that there will be a great majority of party members supporting the euro."

Mr Schröder has argued it would be better to delay the euro if the effort to meet the convergence criteria set out in the Maastricht treaty proved too onerous.

But Mr Fischer noted ths SPD had a strong pro-European tradition, and predicted the Lower Saxony prime minister would not continue to take such a scepti**ca**l stance. "Otherwise he won't get the chance to become the SPD's chancellor candidate." Despite the public's scepti-

cism. Greens should support

further integration as s

globalisation, Mr Fischer said. "Even national states with the SPD on 41 per cent as large as Germany, France - could easily end up in gov- and Great Britain will be too small for the social and economic processes of this glob-

Not only jobs were at stake. "Which philosophy. which kind of capitalism do you follow? These are very important questions for continental Europe ... If the euro does not come, the US will define the development of a globalised economy in the 21st century. Decisions will be made in Washington and New York." Without the euro, Mr

Fischer added, 'mistrust" of Germany would resurface. "The D-Mark would be the de facto European currency, the Bundesbank would he the de facto European central bank. But the currency and central bank are only linked to national laws and national interests - and that would create a lot of tensions with our neighbours." For these reasons, Mr



Joschka Fischer: 'Most important is the trend in the economies...that there is real economic convergence' new

Fischer dismissed as "non- important is the trend in the on whether the Maastricht criteria meant Germany had to bring its public sector deficit to exactly 3 per cent of GDP or below.

Insurers short of cover for euro

work of agents tied to local

insurers has combined with

conservative huying habits

to ensure that efforts to

introduce greater competi-

tion have been slow to take

scramble for market share. how it could exploit the tran-customers will still have to

Many products would he sition to a single currency. It comply with the tax rules

The introduction of a single currency could trigger

The group is sxamining

spurred on in part by EU unusual. In both Germany

directives of recent years, is and France, a strong net-

effect.

Increased competition, broad geographical reach is ignani, chairman of Assur- assets with liabilities more

sense" the domestic debate European economies which take part in the common currency, that there is real economic convergence." He favoured Spanish and Italian memhership of the new Mr Fischer said: "Most currency. "And I'm sure lot of problems."

ances Générales de France.

"It will take a long time for

insurance products to

Life assurance and pen-

sions are about saving for

retirement in a tax-efficient

way, he says. Whatever

advantages there are in buy-

ing from a foreign insurer,

become comparable."

Mr Fischer berated Chancellor Helmut Kohl for not calling a referendum on the euro, saying Mr Kohl feared "the Thatcher virus" would rip his Christian Democratic Union apart. Similarly, it was Mr Kohl's

political weakness - not any failings in the Germany's constitution - that caused the recent collapse of plans to reform the country's complex and iniquitous tax system. The proposals wers blocked by the Bundesrat.

Does Mr Fischer worry about the effect of the Reformstau - or logjam - on Germany's ability to reform? "I'm very worried hut I'm not as pessimistic as articles I read in the British and American newspapers. Reformstau is a problem of politics, not society or busi-

Look at the reorganisation of German industry, he said, and changes that have unions. "They are both very dynamic and have solved a

But Cap Gemini warns

that monetary union carries

with it significant risks for

the ill-prepared. Despite the

potential benefits, it says

few companies are equipped

for the switch to a singla

In the UK, for example,

where there is a widespread

perception Britain will not

participate in the first wave

composite groups are expec-

£80m each on converting

computer systems.

#### **EUROPEAN NEWS DIGEST**

### Eastern states resist Bonn cuts

Germany's eastern states yesterday closed ranks to resist attempts by the federal government to reduce subsidies significantly to the region as part of Bonn's efforts to cut

At a meeting in Berlin with Mr Günter Rexrodt, federal economics minister, the economics ministers from the six eastern states warned that the proposed cuts of DM709m (\$383m) in federal funds in 1997 and next year would worsen the climate for investors and threaten jobs. The monies were intended for a subsidy programme called the Common Initiative for the Improvement of Regional Economic Structure, which is financed jointly by the ederal government and the states.

Under this matching principle, the eastern ministers said that a DM709m reduction in the federal contributions to the programme, which is generally considered to be the most effective subsidy instrument because it is targeted to specific investment initiatives, would result in an overall cut of DML4bn in subsidies to the Frederick Stüdemann, Berlin

TURKEY MOVES ON ISLAMISTS

#### Charity officials held

Turkish police arrested three officials of a charitable foundation linked to the Islam-based Welfare party as part of a legal investigation, the Anatolian news agency said vesterday.

The agency said the three National Youth Foundation (MGV) officials had been arrested in Nevsehir province after searches of the organisation's premises.

Police seized videotapes featuring controversial Islamist politicians and illegal religious books. Procecutors said they had decided to pursue a legal investigation into the MCV after searching its premises nationwide.

A prosecutor, Mr Nuh Mete Yuksel, said that during the searches of MGV premises prosecutors found evidence implicating the group in political activities. Under Turkish law, charitable foundations must be non-political The investigation is the first step which could lead to prosecution and closure of the MGV. Reuter, Ankon

CYPRUS TALKS

#### Denktash, Clerides meet again

Mr Glafcos Clerides (below, left), the Greek Cypriot president of Cyprus, and Mr Rauf Denktash (below, right), the Turkish Cypriot leader, began a new round of talks



vesterday aimed at achieving a comprehensive settlement of ooe of Europe's longest-running disputes. The two leaders began negotiations over lunch at a hotel in Glion, outside the Swiss resort of Montreux. A media blackout was imposed on the talks, which were expected to last up to five days. .: Reuter, Montreux

ALTO ADIGE PROVINCE

#### Italian separatist jailed

A German-speaking Italian separatist was sentenced yesterday to 221/2 years in jail for murdering a councillor and former ally in north-east Italy. Mr Peter Paul Rainer, 30, pleaded guilty to the murder of Mr Christian Waldner last February in the mainly German-speaking Alto Adige

Both men supported the return of the autonomous province to Austria. Mr Rainer had confessed to wanting to kill Mr Waldner because the latter threatened to reveal that Mr Rainer had fraudulently enrolled at Innsbruck university, in southern Austria. But in court he said the confession had been obtained under duress, and denied killing Mr Waldner. Both men were leaders of Freihetlichen, a separatist movement close to Austria's extreme rightwing Preedom party. APP, Bolzano

■ SWEDEN'S OLYMPIC BID

#### Extremist group bomb claim

Sweden's national news agency TT received a letter vesterday claiming that an extremist group opposed to Stockholm's bid for the 2004 Olympic Games was behind last week's bomb blast at the city's Olympic stadium. The letter, purportedly from a group calling itself "We who huilt Sweden", also warned of further attacks unless Stockholm withdraws its bid for the games. "We are the ones who burn and blow up sports arenas," the message said. "We have large reserves of explosives, automatic weapons and ammunition. Do not doubt our determination and ability."

Politicians and sports officials said the bombing would have no effect on Stockholm's chances of winning its Olympic bid. But the newspaper Aftonbladet summed up what many people feared. "End of the Olympic Dream," it said in a headline. "After last night's bomb, we don't have AP. Stockholm

■ DISEASE OUTBREAK IN RUSSIA :

#### Typhoid hits 170 people

Almost 170 people were taken to hospital in the southern Russian republic of Dagestan in an authorial of typhold officials said yesterday. Forty six people were diagnosed as having the disease and the rest were still undergoing checks, said the Emergency Situations Ministry. Officials blamed the outbreak on poor sanitary standards, as many water wells in the region had not been cleaned for up to 30 years because of lack of funds. Most of those taken to hospital were from the village of Tebekmakhi, where heavy rain has caused the sewage system to leak factors into water wells, the ministry said.

ALBANIA MISSION

#### Last foreign troops pull out General Luciano Fortani commander of the multinations

protection force in Albania, led the last troops out of the troubled Balkan country yesterday and derlared the mission a success. The mission was very positive. Als target was achieved in a very efficient way." the flattan general said at Rinas airport, north of Tirans. Italy spearheaded the force of some 7,000 soldiers from 10 nations, which was deployed across Albania in April after a violent uprising, ignited by the collapse of get-rich-quick savings schemes, left the army and police in disarray and state authority in tatters. Operation Alba (Italian for dawn) aimed to protect convoys of humanitarian aid and ensure free general electrons could be held in relative calm. Reuter Rines, Aband,

4.00

#### Bucharest firm on company closures

By Anato! Lieven and atej Vipotnik in London

The head of the Romanian State Ownership Fund, Mr Sorin Dimitrin, yesterday confirmed the government's determination to close 17 large loss-making companies, despite protests at the weekend by some 20,000 of the workers who are to lose their jobs.

In the town of Ploiesti. workers from the oil refinery clashed with police, leaving at least four policemen injured.

The government's announcement of the closures on Friday came after strong pressure from an International Monetary Fund delegation. The delega-tion visited Bucharest over the past formight to form an opinion on the release of the second tranche of a \$430m IMF standby loan.

government announced yesterday that supplies of energy and raw materials to the plants had been cut off. Officials have decision's irreversibility.

According to government figures, the 17 companies, which are in the petrochemical, food-processing and machine-hnildlng sectors, have total losses of around

After months of haggling, the list of companies appears to mark an agreement between government institutions. Up to last Friday, the Reform Ministry, **Energy Ministry and State** Ownership Fund had been at odds over which plants should be shut.

Mr Dimitriu hinted at a follow-up list of loss-making companies marked for possihle restructuring or closure. Be accused the managers

of the 17 plants of "irresponsibility", snggesting their demands for tax cnts, subsidies and debt-rescheduling were incompatible with the government's vigorons restructuring plans. Some managers bave

reportedly resisted closure hy refusing to disclose to hanks the employee lists needed to calculate bandonts. The government is planning to pay 12 months' wages to those losing their

FINANCIAL TIMES
Published by The Financial Times (Europe)
GmbH. Nibehingenpistz 3, 60318 Frankfurt am Main, Germany, Telephone +449
69 156 850, Fax +449 69 596 4481. Represented in Frankfurt by J. Walter Brand.
Withelm J. Brüssel, Colin A. Kennard as
Geschäftsführer and in London by David
C.M. Bell, Chairman, and Akin C. Miller,
Deputy Chairman. The shareholder of the
Financial Times (Europel GmbH is Pearson Operasea Holdings Limited, 3 Burlieton Gardens, London, WIX ILE.
Shareholder of this company is Pearson
ple, registered at the same address
GERMANY:

GERMANY:
Responsible for Advertising content: Colin
A. Kennard. Printer: Hürnyet International
Verlagsgesellschaft mbH, Admaral-Rotendahl-Strasse 34, 6263 Neu Isenburg ISSN
0174-7363. Responsible Editor: Richard
Lambert, clo The Firancial Times Limited,
Number One Southwark Bridge, London
ett 0.01

FRANCE: Publishing Director: P. Maraviglia, 42 Rue La Botite, 75006 PARIS. Telephone (01) 5376 8254. Fax (01) 5376 8253. Printer: S.A. Nord Eclair, 15/21 Rue de Caire, F-99100 Roubaix Cedex. J. Editor: Richard Lambert. ISSN 1148-2753. Commission Paritaire No 67808D.

Responsible Publisher: Hugh Carpey 468 618 6083. Printer: AB Kvällstidningen Expressen. PO Box 6007. S-550 06. Jönköping.

O The Financial Times Limited 1997. Editor: Richard Lambert, clo The Financial Times Limited, Number One Southwark Bridge, London SEI 9HL.

#### By Christopher Adams, Insurance Correspondent



amount of damage was caused by the recent floods in east Gerthe Czech Repub-

Preparing lic and Poland, but for Emu most of it was uninsured, If

that reveals a startling complacency among Europe's insurance companies, the same could be said ahout industry preparations for the single European currency. With monetary union

expected to be launched in less than 17 mooths, experts say insurers are lagging hehind banks and other financial services providers in sizing up the opportunities and problems that such a big transition will bring. For example, the cost to insurers of simply converting computer systems to

handle transactions in a sin-

gle currency was put at £5bn

(\$8.15hn) in a recent survey

hy consultancy Cap Gemini,

a sum which it says few

an unprecedented scramble for market share instantly comparable across plans this year to set up a national borders and wide life assurance company spread consolidation could

slowly breaking down the

dominance of national cham-

pions across Europe, but has

yet to spread much outside

The introduction of a sin-

gle currency, however, could

trigger an unprecedented

domestic markets.

"So far bnying babits haven't heen conducive to ucts offering certain fiscal buying across frontiers advantages. because the natural distribuhuy cross-border more," says Mr John Carter, chief executive of Commercial Union, the UK-based insurance

CU derives more income from Europe than any other UK insurer and has a large regimes are still very differ- costs would fall and compapresence in France. But its ent," says Mr Jeancourt-Gal- nies would be able to match

based in Luxembourg which will test appetite among consumers elsewhere for prod-

But some insurance execution system doesn't encour- tives helieve it could be age it. But as Europe unites, many years before the single people will be prepared to currency has much effect on buying hahits. The varying fiscal regimes across Europe and familiarity with what is already on the market may prove to be a barrier to

"Regulation and tax

that prevail in their own country. The main benefits of a sin-

arise from establishing pan-

tives." The Italian govern-

However, less than 5 per cent of UK-based insurers

gle currency will prohably fall to insurers with a customer base among multinational companies who buy a wide range of insurance, protecting against everything from factories burning down to fleets of commercial

Significant savings could European processing centres able to handle the payment of premiums and claims in a single currency. Transaction

have begun this task. The higgest challenge facing these companies will arise

easily.

currency.

when the large multinationals demand they be able to pay their premiums in euros rather than local currency. This could cause administrative chaos in an insurance company which has not

adapted its systems to cope.

While there is no obligation to meet such demands for the early years of monetary. union, refusal by an insurance company to do so could lead to eventual loss of busi-

The Italians bope to do

### been sent to the companies scheduled for closure, to convince the workers of the companies of the workers of the convince the convin

By Haig Simonian, **Motor Industry** 

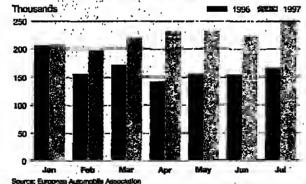
have budgeted for.

The Italian government's decision to extend an incentive scheme for buying new cars has come as a godsend to Europe's embattled car-

While higher demand in Spain and the UK have huttressed European car sales this year, the Italian incentives, which encourage motorists to swap their old cars for new ones, have delighted manufacturers suffering from overcapacity and cut-throat competition.

New car sales in Italy soared to 246,500 last month - a July record and more than 54 per cent above the previous year. That pushed sales to 1.56m in January-July - 34 per cent more than and made Italy easily the fastest growing car market in Europe. So buoyant have motor industry federation

Italian new car registrations



to 2.3m for the full year, 600,000 more than in 1996. The scheme offers drivers years old a government handout of L1.5m-L2m (\$830- 24 per cent in the first six \$1,110) off the price of a new One reason for the spectacular success has been the in Italy.

The termination of a twophase programme in France registrations fell hy almost

months of this year and vehicle. The incentives are show little sign of recovery. matched by similar dissharp campaign can stimu-

discounts, irrespective of wbether their old car qualified under the scheme. incentives can be addictive. The Italian anthorities have tried to avoid these pitfalls by learning from Madrid. The Spanish government's original 1994

incentive programme was successfully prolonged by a modified scheme offering smaller discounts on a wider counts from manufacturers. says one analyst. "A short, range of vehicles. As a final step towards a "soft landlate sales and even make ing", the government permasales been that the country's advanced age of many cars money for the government, nently cut the 12 per cent ments for thousands of laidas the extra value added tax registration tax to 7 per cent off car workers from the pre-The risk, however, is that from additional sales more for new cars of up to 1,600cc vigus market downturn.

ment expects to generate much the same by softening L800hn in tax revenues the impact of the original through the scheme this incentives in the two-phase extension period to run from However, the French expethe end of September to July rience has highlighted the 31 1998. During this period, nerils of prolonging incenincentives for larger cars will be reduced, and will be tives. Such schemes can pull forward sales and distort the

than outweighs the incen- when the scheme expired.

linked to fuel consumption. market. Getting buyers used The Italians are also to discounts can also erode watching to ensure that the scheme henefits domestic price discipline. Some French drivers bave carmakers. Protecting johs demanded manufacturers' at Renault and Peugeot-Citröen was one of the reasons behind the French pro-gramme. But as the scheme was prolonged, foreign brands benefited more.

So far, that has not happened in Italy. Sales of Fiat group cars surged 38 per cent in the first seven months of this year. That boosted Italy'a leading industrial company. It

also lessened the government's financial burden of meeting special salary pay-

### Finland gets a clean bill of health

Greg McIvor reports on its recovery from a series of economic shocks

ix years after suffering its stripped Finland of 10 per cent of its have hitten. Yet it, too, is now showing increased vitality. worst recession this century. export revenues. Finland's economy has completed a remarkshle rehabilitation. A series of shocks in the early 1990s, culminating in the collapse of its large bilateral trade with the then Soviet Union, plunged Finland's economy into reverse. Output fell 13 per cent between 1991 and 1993.

Now, after a protracted and painful convalescence, the country has been handed a clean bill of health. In its annual survey on Finland, published yesterday, the Organisation for Economic Co-operation and Development said the country was finally back where it was in the early 1990s.

averaged 4 per cent in the past three years, the OECD said, and would be about 4.5 per cent this year. Added According to the OECD, this should together, they had returned Finland to pre-1991 GDP levels.

many predicted at the time of the

Growth in gross domestic product

But a tough prescription of fiscal

tightening, equivalent to 10 per cent of 1996 GDP, has cut the budget dellcit to within a whisker of the 3 per cent threshold for participation in European monetary union, and stahilised government debt below the 60 per cent Emu hurdle.

Inflation, at 1 per cent, is also well within the Maastricht Treaty limit, rate is vulnerable to higher wage Underpinning Finland's resur-

gence is its big engineering and forestry exporters, who have flourished following the devaluation of the markka in 1992. This year the OECD expects exports to grow by 5.8 per cent, rising to 6.8 per cent in 1999. vield annual current account surpluses of 2.9 per cent and 3.4 per The revival has been quicker than cent respectively.

By contrast, the domestic economy Soviet Union's demise, which has been depressed as spending cuts favours measures to improve labour butions, is urged by the OECD.

Yet one blot remains on Finland's heavy tax burden. economic copybook: unemployment. The official rate has fallen from 16.5 per cent last year to some 15 per cent. But compared to an average of 4-5 per cent in the 1980s, it remains high and is declining only slowly. It is also a financial drain: of the

working population around 20 per cent receive some form of unemployalthough the OECD has warned the ment benefit. Mr Arto Eno, economist at Merita Bank in Helsinki, estimates state spending on the unemployed at around 10 per cent of the government's budget. According to the OECD, the Social

Democratic-led five-party government has not done enough to reach its official objective of halving unemployment by 1999. "Unemployment is our biggest structural problem," says Mr Jussi Mustonen, chief economist at the tives to work and cut Finland's This, however, will ha bard to achieve in the current political cli-

mate. The ruling Social Democrats.

with close links to the country's

trade unions, managed to drive

market flexibility, remove disincen-

through modest measures to loosen employment legislation last year. However, further efforts would be likely to incur determined opposi-In the longer term, pressure will grow for action. Finland's ageing population is set to put an increasing burden on public expenditure. and the OECD calculates that the cost of state pension provision will

around 13 per cent after 2020. A comprehensive overhaul of the pension system, allowing state pension funds to invest more in equities Finnish Confederation of Industry and tightening the link between and Employers. Like the OECD, he individuals and their pension contri-

rise from 8 per cent of GDP today to

W. 2020 1 Alf-pulse. Eventery offer a du Jan Report

in less se

i was

# Cara-1--

Targett 1

ж:

Apr. 102 11 11

والمنافقة المنافقة المنافقة

75

pight if

der begun ich

2

###**#**######

TT : " "

al details avortable taliffen Charles . ELAD VIILLIO Inmal fund: 4441 500 1000

OFFIC

## NEWS DIGEST

TUESDAY AUGUST

states yesterday closed rates grand government to reduce the region as part of Bonn's class.

the economics ministrative and that the proposed one of the proposed one of the proposed one of the control of the proposed one of the propos and that the proposed one offer unds in 1997, and new year of for investors and thester of the acceptance or or and for investors and integer by

set for a subsidy programment

for the improvement of heads

a, which is financed jointly by ting principle, the eastern man

reduction in the lederal man. which is generally considered to subsidy instrument being. cut of DML-ton in subsidish Frederick State.

VES ON ISLAMISTS fficials held

sted three officials of a dame; so the islam-based Wellar Ra stigation, the Anarolian berg

the three Nausnal Youth Forms f been arrested in Nevsehi page ne organisation s premises sorapes featuring convoyable gal reitmous books, Prosente > Druzrie e isaal investiganos ng its premise; nanonvide Nub Nete Yuksel, said that remises prosecutors founders sup in political activities links tuple tomogations what pends is the first step which coulded osure of the MGV.

, Clerides meet as

s (the land, left , the Greek Circ s. and 1.7 Raul Denkush here: is leader began a new rounds.



MALTER TO THE heumann in in in ma over hada Same to the second of Manual 15 thinkers. The talks which 3 10 11 / 40 ·

PROVINCE paratist jailed

Profesional State

11- Peter Paris the front of the management in 19 35 Land Library Consider - See that the second er 100 and a box the street of the curse the

To at close to a t group bomb de

----199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 199 - 19 The second secon M. P.

And the second s

en de la Visita de la Secretaria La Caracteria de la Cara

UPS strike talks By Richard Tomitina in New York and Nancy Dunce in

United Parcel Service and the unico representing its blue-collar workers yesterday agreed to hold separote meetings with Ms Alexis Herman, the US Labor Secretary in a fresh the nation's biggest parcel

Ms Herman said leaders of the Washington offices of the department following the breakdown of talks between

the two sides on Saturday.
"I intend to talk to each party individually to find out what it will take to move these talks forward, and to urge greater flexibility and a willingness to compromise to get back to the bargaining table," Ms Herman said.

The strike, called by the International Brotherhood of Teamsters over the terms of a new labour contract, is now in its second week but in spite of the disruption it has brought to US business, President Bill Clinton has declined to intervene.

Yesterday Mr Clinton's

By Daniel Dombey

Mexico City's mayor-elect. Mr Cuauhtémoc Cárdenas, yesterday returned from a

victory tour of South

America to a bitter political

row over an anti-crime

Thousands of policemen.

accompanied by sniffer dogs,

marksmen hearing rifles

with infrared sights, and a

helicopter equipped with

the city's most notorious

neighbourhoods over the

offensive in the city.

in Mexico City

McCurry, said the strike was middle-income Americans, a concern, but that the lower-income Americans Intervention had not been met. Under the Taft-Hartley Act, the president needs to that the president's he convinced that the re-election would not have

imperilled before he can

Labor Secretary in

order workers back. The administration, which the party. attempt to end a strike at has demonstrated a mastery of halancing the various interests in Washington, has shown no signs of invoking both sides had agreed to the Taft-Hartley provisions meet her late yesterday in in spite of strong pressure to do so from the husiness

community. Even Mr Robert Rubin, the Treasury secretary who is given credit for creating the hooming environment, is clearly this tooth and nail unwilling to interfere.

"It is very important in our economy that the economy not only grow, but that it work for all the the large union federation. people who work," be said on Sunday. "And clearly, the discussions with them. They question of dividing the benefits is one that employers and employees ending. Our position is out among unyielding."

"I think it is very important that we have an economy that works for

operation has been a

response to the increasing

political Issue. But It has also been interpreted as an

attempt to embarrass Mr

Cardenas, whose leftwing

platform rules out similar

tactics when he takes office

in December as the first

democratically elected

by Chief of Police General

rough southern state of

Guerrero, dozene of bouses

heen stormed,

In an effort spearheaded

mayor in living memory.

night-vision, have Eurique Salgado, a sixty stormed some of year old veteran of the

The climax of an effort hundreds of cars have been

that began in March the stopped and thousands of

lawlessness which has last week over 2,500 people become the city's biggest were detained. In apinion

conditions for presidential share in the benefits of economic growth."

It has not been forgotten nation's health or safety is bappened without lahour's support, including the \$35m the movement contributed tu Next month the president

will shift gears, turning against his labour allies again, when he formally presents his request for the new "fast-track" trade negotiating authority. Under the authority Congress would pledge not to amend trade pacts after they are negotiated, but only vote for economic or against Labour will fight

The White House is not looking forward to the fast-track fight," said Ms Thea Lee of the AFL-CIO. would like to please us, but there will he an unhappy

If the White House belps labour win on UPS, it could go some way towards assuaging the hitterness

Row over Mexico crime crackdown

Between Monday and Friday

polls over 80 per cent of the

papulation have indicated

Only about a quarter of

those held have been

formally charged, the rest

being released in a matter of

hours. In two districts with a

legendary interest in stolen

car-parts, only 12 of over 700

people arrested were

people have been let go,"

said Gen Salgado.

"It is not nur fault that

"Our job is to catch people

hecause laws are being

hroken or because we have a

charged

support for the measures.

suspects have been arrested. judicial order."



Ron Carey, Teamsters chief wearing a strikers' ribbon Acres

"This is a very momentous two-liered labour force, strike," soid Ms Lee. "The part-time workers - winning issues are very strong - the it would be a major victory."

His supporters say that patrolling the streets to keep

only a big effort can stem

the rising tide of crime. The

city suffers an average of

almost 750 crimes a day,

principally robberies of cars

or car parts and muggings.

In ten of the most infamous

neighourhoods the crime

years, as the economic

fallout from Mexico's

But opposition politicians

disastrous 1994 devaluation

say the operations have

Ignored buman rights and

detained people solely on the

basis of suspicion, charges

the general denies.
"In decent countries, you

bas continued.

rate bas doubled in two

do not have the army

law and order," said Mr

Armando Quintero, the

Mexico City head of Mr

Cardenas' Party of the

Democratic Revolution.

"When we take office in

The frustations of a city

where few crimes ever lead

however, likely to continue.

Most observers say that the

reshaping of the country's

legal code and the

militarisation will stop."

December.

#### Nestlé chief in drugs case

By Johanna Tuckman in Guatemala City

The head of Nestle in Gnatemala, 60-year-old Mr Andreas Hanggi and his soo Nicholas are due to give testimony before a court in the Eastern constal town of Puerto Barrios tuday, In connection with a drug trafficking scandal dubbed the "German Connection" by the local press.

Gnatemalan legal procedures require the judge hearing the statement to decide whether the joitial evidence against the snspects is enough to merit keeping them in prison during a statutory three-month period of pre-trial investiga-

The two Swiss nationals were arrested last week duriog a flurry of police operations that also put a third Swiss. Mr Silvio Giovanoll, and local regional police chief Mr Jose Lnis Zebadua bebind bars in the capital. The detention followed leads given by two Germans arrested earlier this year in Germany.

The anti-drug unit of the Guatemalan national police alleges that the Swiss were the key figures hebind a front company known as Sesentas, II is alleged to bave sbipped ornamental plants to Germany, Switzerland and Spain with cocaine hidden in the walls of the refrigerated containers used to protect the flora, Mr Zebadna was allegedly responsible for protecting the ring from police curios-

in recent years Guatamala's reputation as an important link in international narcotics trade has grown, with seizures of illegal drugs by the local authorito formal charges are, ties on the rise. "Gnatemala is both a trampoline and a warebouse. Drugs are stored here while their export on to professionalisation of its the USA and Enrope is planned." the police said.

demoralised police forces The anti-drug unit seized will take years, if not 3,675kg of cocaine in 1996.

AMERICAS NEWS DIGEST

### **Puerto Rico to** sell telecoms

Mr Pedro Rossello, Puerto Rico's governor, has authorised the sale of the island's telephone company, following approval of the privatisation by legislators. He said the government would determine the price it would accept for the company and then invite bids.

The Puerto Rico Telephone Company has had a monopoly on telephone services in the island for 22 years and its divestment has been influenced by decisions by the US Congress to deregulate telecommunications services in the US, opening companies to competition. Puerto Rico, which has a population of 3.5m people, is a US possession.

The company is one of the most profitable in the island. It bas a network of 1.5m lines, and reported a \$130m profit last year on revenues of just over \$1bn. It bas assets of Canute James, Kingston

**■ ECUADOR CONSTITUTION** 

#### Protest blocks highways

Indigenous organisations in Ecuador bave blocked the main interprovincial highways in a 48-bour national protest that started vesterday. Their barricades will severely disrupt public transport and food supplies.

The groups are protesting against the postponement by Congress until August 1998 of a national assembly to reform the constitution. They are supported by social movements and public sector unions, who also plan a series of protests over the coming week. Ecuadoreans voted in favour of the assembly in a referendum oo May 25. The protests are an uncomfortable reminder to the government of Mr Fahián Alarcón of the nationwide protest which brought down the previous government of Mr Abdala Bucaram in February. Although they are not expected to reach a similar scale and do not command the same breadth of popular support, President Alarcon is already said to he considering bringing the date of the national assembly forward, possibly to the beginning of

Among the constitutional issues which protesters want the assembly to discuss are recognition of indigenous rights and protection of so-called "strategic" areas of the economy, such as the oil and electricity industries, fromn Justine Newsome, Quito privatisation.

PERU DRUGS

#### Police claim vital capture

Peruvian authorities say they have captured a man they claim is one of the country's most wanted drug barons. sought also for his links with the Maoist Shining Path

Mr Waldo Vargas Arias, better known as "The Minister", is alleged to have run a vast drug operation for 17 years based in the Upper Huallaga coca cultivation area in the Andean jungle, some 600km north-east of lima, Police claim be provided Colombia's Medellin and Cali drug cartels with cocaine and beroin.

Peruvian police allege Mr Vargas dealt with Shining Path leaders and hired guerrillas for protection in the Upper Huallaga towns of Uchiza and Tocache, where he allegedly ran laboratories that refined the paste extracted from the coca leaf into cocaine. Mr Vargas has also been linked to guerrillas in the Colombian Revolutionary AFP Limo Armed Forces (FARC).

### **BUSINESS OPPORTUNITIES**

READERS ARE RECOMMENDED TO SEEK APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS Clare Bellwood 0171 873 3234 Melanie Miles 0171 873 43499 Fax 0171 873 3064



Wyevale Garden Centres plc is the UK's leading garden centre operator, currently trading from 59 outlets. Floated on the USM in 1987, Wyevale moved to the full list in 1993 and has a current market capitalisation of over £100 million.

The Board currently comprises four Executive Directors and four Non-Executive Directors. Replacements are sought for the two Non-Executive Directors who are due to retire over the coming months.

Wyevale invites approaches from those who can offer, amongst other

attributes, current or very recent Main Board experience with a Stock Exchange listed company. The successful candidates will be able to offer a full contribution to Wyevale's future development and growth and have the necessary experience, qualifications and aptitude to serve on either, or both, the Remuneration and Audit Committees.



Please write to: The Secretary to the Nominations Committee, Wyevale Garden Centres plc Kings Acre Road Hereford HR4 OSE

#### Access Screened Investment Opportunities

Included in July Report & Included in August Report & Steel Fabricator & Construct 500k Avistion Safari Adventures \$4.8m.

Steel Fabricator & Construct SOOk Aviation Safari Adventures \$4.8m.,
Waterproof Polymer Manuf SOOk Software & Systems House 100k
OTC Male Impotence Treatment SOOk Car Window Antenna System 200k
Low Cost Water Transportation 1.2m. Plant Emissions Measuring SW 1.0m.,
Computer Games Developer 450k. Video Conferencing Systems 100k
Up-Market Property—Devon 600k. Computer Telephony Integration 200k.
Instrumentation Repair & Chilib 240k. Performed Road Markings 300k.
Aircraft Spane Parts Supplies 250k. IBM RS/6000 SP Training 350k.
Electronic Design Augustin abs 100k. Integrets Services Groups 2.0m. Electronic Design Automatica stw 100k Internet Services Group 2.0m Telephone Systems Maint 240t Film - Urban Chost Story 50k

Presenting to subscribers SW Training Multimedia 150k London, 21 August 6.00pm Water Maintenance Craft 60k

... Air Freight Pranchising 50k Full details available through TRIAL SUBSCRIPTION Access a regular flow of acreeped businesses seeking equity capital VCR reviews business plans & meets the entrepreneurs concerned

Venture Capital Report 01865 784411

#### £140 MILLION LEISURE PROJECT.

Initial funding of £5 million required. You will need your financial advisers to talk to ours, may fly, may fail - potential for either.

Further information from Box B5390, Financial Times, One Sothwark Bridge, London SE1 9HL.

#### OFFICE EQUIPMENT

OFFICE FURNITURE Due to city bank cross possponement we have a large quantity of quality executive and system ranges - conferences and receptions. Large choice of venture. (Walnut, Rosewood, Ash etc.)

with discount of up to 40% from R.R.P.! London Showtoom for viewing Please contact LINEABURG LTD Tel: 0171 831 6675

Mergers and Acquisitions Global Transport



Jim Cleary Triangle Management Services Ltd 10 Penn Road, Beacons-field Bucks HP9 2LH.UK Tol: +44 (U) 1494 678000



Peymen Zie, Dieteler INTERNATIONAL COMPANY SERVICES (UE) LIMITED dbrook House, 2 - 5 Old Bond St. London, W1X 3TB. Tel: +44 171 493 4244 Fax: +44 171 491 0605 E-Mail: wk info@icsl.com http://www.icsl.com

PROJECT AND CONGERCIAL tunding available to UK and international clients. Tel: 01924 201 365 Fex: 01924 201 377

SEED CAPITAL Investors cought for Highly qualities dynamic biotech Pharmacounces & software co's with potential to list within 2-5 yrs. Coll Captions Riley 0161 225 6797

Dear Businessmen! YOU ARE PRODUCING SOME LIQUID PRODUCTS, LIKE

 Shampoos - Washing & deaning products - Products for home care -Fertilizers & plant care products - Cosmerics & perfumery products -Products for looking after children - Products for looking after animals - Products for personal hygiene - Cleaning products for plothes & footwear.

ARE YOU SELLING IN RUSSIA?... DO YOU ALREADY FEEL CONFIDENT WITH THE RUSSIAN MARKET?... or YOU JUST WANT TO ENTER THE MARKET?...

OMELIA-

A UNIQUE PLANT PRODUCING LIQUID MIXTURES -IS READY TO CO-OPERATE WITH YOU!

two shops for mixing and preparation of liquids and creams

production of plastic containers extracts, fragrance and flavour production shop

transportation facilities excellent storage facilities

YOU ARE INTERESTED, ARE YOU NOT? Then We offer You:

JOINT OUTPUT OF YOUR PRODUCTION IN RUSSIA or LEASE OF OUR EQUIPMENT AND WHOLE SHOPS or SUBMISSION TO YOU OF OUR QUALIFIED PERSONNEL OF LEASE OF WAREHOUSES AND TRANSPORT or SETTING UP OF YOUR WHOLESALE WAREHOUSE ON THE BASE OF OUR WAREHOUSES.

DO YOU WANT TO KNOW MORE ABOUT US?

Then please do not hesitate to contact us Phone us: +7-3472- 43 42 37 P.O. Box 9567 UFA, 450029 Russia. Fax +7-3472-42 57 15 E-Mail: unpz@poikc.bashnet.ru We speak English

Residential Property Investment Opportunity. Potential for AIM floatation. Tel: 0374 762050 E-mail liac@easynet.co.uk

#### **AUCTIONS**

10,000 LOT THREE DAY SALE BY AUCTION In Lots at the Studies, Broad Street, Birmingham, England On 2nd, 3rd & 4th September 1997

MACHINE TOOLS EDIT SUITES TRANSMISSION EQUIPMENT WOODWORKING INTERNAL TRANSPORT STUDIOS PERSONAL COMPUTERS PROJECT OFFICE FURNITURE

On View Friday 29th August and Monday 1st September from 9.00 am and throughout Sale Days For a Detailed Catalogue Contact The National Request Line: HENRY TH: 0171 405 5501 BUTCHER Fax: 0171 242 2809

email: henry batcher.anctions@dial.pipex.com

#### OPPORTUNITY IN USA Industrial Manufacture & Assembly Sales & Marketing

We are a long established manufacturer of a small niche bearing product sold to OEM's, making precision assemblies. We are looking for compatible and products to manufacture and product(s) to menufacture and market in the USA. We are a mell private company, located in the S.E. USA, with a solid Please reply in tall confidence to Financial Times Box #85391 lumber One Southwark Bridge London, England SE1 SHL

PRIVATE PLACEMENTS

Securities company can provide private placements and credit facilities for qualified companies. Represent our Som in your area b

Call FIRST DUTCH SECURITIES IN USA: 1-242-322-5000 IN EUROPE: 323-213-2139

CHANNEL ISLANDS Full Offshore Incorporation & Aziministration Administration
ruot Establishment, Payroll Syste
Banking Facilities
for Ex-Patriales.

For details & appointment write: Croy Trust Limited, 2nd Floor, 34 Danid Place, St Helier, Jersey JE2 4TE el: 01534 878774 Fax: 01534 35401 EJMail croyt/sk@rit.net

Emerging Markets... Invest with confidence in Chana. We ensure risks are minimised. Projects benefit from tax-free export zones and the support of leading financial institutions, Investors (mir £50,000) should connet DSA. Box B5389, Financial Times. One Southwark Bridge, London SEI 9H1

**TELECOMMUNICATIONS** 

SAVE ON INTERNATIONAL PHONE CALLS Dignal Switching/Fiber
 Optic Lines
 ATE,T and Other Networks
 Use from Home, Office,
 Homes, Call Phones
 24 Hour Customer Service Call now for New Low Rates! Tel: 1.206.284.8600 Fax: 1.206,270,0009 Lines open 24 hours! kallback

#### SENIOR CAPITAL MARKETS LAWYER

This leading international investment company wishes to appoint a senio capital markats lawyer who will be responsible for providing advice to nvestment banking and capital markels management, incumbent will be required to advise on corporate finance, mergers and acquisitions and capital markets activities in London, Switzerland, France, Germany and

**APPOINTMENTS** 

tally, participate in the ongoing analysis of the impact of the implementation of the Investment Services Directive, provide general capital markets advice to debt and equity origination groups in respect or new issues, private placement, structured transactions, etc. Fluency in a new issues, private piacement, structured transactions, etc. Fittency in a variety of European languages highly destrable. Salary negotiable. Applicants, aged 35 to 40, trained in a chil code jurisdiction, and also U.S. qualified, with more than 7 years' post qualification experience should write, enclosing full Curriculum Vitale Box, A5483, Financial Times, Ona Southwark Bridge, London SE1 9HL

#### **BUSINESSES WANTED**

Wanted for Aguisition or Merger

Well established West London Integrated Marketing Co. seeks to aquire complementary CREATIVE companies in: Advertising, Design, New Media, DM, PR, SP. Come grow with us.

Fleuse reply to Box B5304, Financial Times, One Southwark Bridge, London SE 1941.

INDUSTRIAL SEALS Major mlamational industrial seals nulacturer wishes to establish U.K. operation through tha

acquisition of an existing business preferably sales or service/repair activity-related. Size of company would not be a limiting factor. Write Box B5386, Financial Times London SE1 9HL

> BUSINESS SERVICES

YOUR OFFICE IN NEW YORK Mail/Phone/Fax Service 59th Street at Park Avenue 212-909-0515 - http://www.nybc.c

> LEGAL NOTICES

IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION COMPANIES COURT IN THE MATTER OF TOTAL OFFICE GROUP PLC

- and -IN THE MATTER OF THE

COMPANIES ACT 1985 NOTICE IS HEREBY OIVEN that the Order of the High Count of Instice (Chancery Division) dated 23rd July 1997 confirming the reduction of the capital of the above-named Company from £1,454,523 to £1,340,523 50 and the Minute approved by the Court showing with respect to the capital of the Company the several particulars required by the above-mentioned Act were registered by the Registrar of Companies on 3st July 1987 Dated this [13th] day of August 1997

Goulden-Scheltors

Ref. AQB(527)/680618

#### Electronic Components Supply

BUSINESSES

FOR SALE

**GYMNASIUM ST JOHNS** 

WOOD HIGH ST, NW8

5,000 Sq Ft - Probably the best

location in London. ald make ideal exclusive all fest

health & beauty clinic.

Possibility to obtain A3.

Offers in excess of £250,000.

Mr Harding on

017t-831 0802

T/O 52.5M, growing Niche Export Market et Box 85393. Financial Time One Southwark Bridge. London SEI 9HL

FOR SALE Long established supplier of building and decorative sheet materials, with a specialist suspended ceilings contracting dept. Based in the Midlands.

Write to: Box B5370, Financial Times, One Southwas Bridge, London SF1 9HL

To Advertise Your Legal **Notices** 

Please contact Melanie Miles on Tel: +44 171 873 3349 Fax: +44 171 873 3064

### Chris Hani's killers appeal for amnesty

By Mark Ashurst in Johanneshurg

South Africa yesterday embarked on a gruelling rite of passage from its apartheid past when the assasleader of the South African Communist party, appealed for sentences on the grounds the their crimes were "political".

Mr Janus Walusz, a Polish immigrant, and Mr Clive Derby-

party MP, are currently serving race election in April 1994, can hearing has sparked intense con-life sentences for the murder of grant amnesty to perpetrators of flict. Senior members of the ruling can Defence Force, and Mr Der-former government's National Pretoria yesterday to appeal to the former liberation movements ation Commission to quash their and convince the commission murder was politically motivated.

settlement leading to the first all- Africa's bloody past, yesterday's nist who shot Mr Hani using a ANC.

Mr Hani, who was shot outside gross human rights abuses com. African National Congress and Mr his suhurban Johanneshurg home mitted during the apartheid era. Hani's family are fiercely opposed in April 1993. Both appeared in To qualify, applicants from both to the amnesty appeal. sins of Mr Chris Hani, the former the country's Truth and Reconcili- and its opponents must confess all in the black townships outside

> Although its mission is to pro-The commission, which was set mote reconciliation through up as a foundation of the political uncovering the truth of South

Mr Hani's death triggered riots Johannesburg, and threatened to scupper the negotiations which led to majority rule a year later. Order was restored only after Mr Walusz, a fanatical anti-commu-

by-Lewis, who admitted to plansecurity Council, which was
ning the murder recorded chaired by the former South Afrining the murder, were sentenced chaired by the former South Afrito death. This was later commuted to life imprisonment.

However, recent investigations have suggested the assassination may have been part of a broader conspiracy which could extend to the highest ranks of the former Nationalist government and the

can president, Mr F W de Klerk.

The Truth Commission has also received documents suggesting that ANC officials were aware of a plot to kill Mr Hani, viewed as a By Avi Machils in Jerusaler possible successor to Mr Nelson Mandela, ANC leader, but his rivals within the party rejected his requests for protection.

### Ross is upbeat

and Roule Khalaf in London

laraeli and Palestinian security officials were sched uled to hold a second meeting last night in the presence of US officials, as part of a mediation effort by Mr Dennis Ross, US Middle East

Mr Ross was optimistic on the aecond day of his mission, but the Israelis and Pal-

Mr Nahil Abu-Irdeinah. spokesman for Mr Yassir Arafat, president of the Palestinian Authority, said the first meeting between Israeli and Palestinian officials on Sunday had not yielded any

Mr Danny Naveh, Israel'e cahinet secretary, said the Palestinians had made "no real change" in their policy against terror groups.

Israel is demanding that Palestinians crack down on terrorism before peace talks resuma, following the double suicide bombings in Jerusalem two weeks ago.

But Palestinians want an Israeli commitment to stop settlement policies in occupied Arab territories before resuming security co-opera-

Hamas, the Palestinian Islamist group which Israel believes is behind the Jerusalem bombings, yesterday warned Mr Arafat he would risk civil war if he took steps

Mr Arafat also came under fire yesterday from Mr Rafiq Hariri. Lebanese prime min ister. In an interview with France's Le Monde newspaper, Mr Hariri accused Palestinians loyal to Mr Arafat of having fired from Lebanon last Friday, and led to Israeli

raids on Lebanon. The Israeli cabinet met vesterday but failed to reach agreement on economic policy targets and budget guide-

Education for unemployment

#### Jobless Moroccan graduates embarrass the government, writes Roula Khalaf

graduates recently delivered a letter to dozens of emhassies in Rabat requesting "collective immigration" for its memhers to any country that might

find them jobs. Immigration, said the graduates, was the last remaining chance of employment after almost starving themselves to death in hunger strikes and holding four months of sit-ins in a shahhy

"They picked us to continue our studies. We were told we were special compared to all those who did not make it," says Mr Nouaman Aissami, a 27-year-old with a doctorate in physics. "But the students who didn't make It have jobs today."

n association of the 370,000 new entrants into unemployed Moroc- the workforce every year sity) are johless.

The unemployed graduates

are determined to make themselves heard. Sit-ins. hunger strikes and letters to King Hassan II have forced the government to park many of them in the hloated public sector. But with public sector salaries accounting for about 36 per cent of the country's budget, Morocco's hyzantine administration is itself in need of restructuring. So, as graduates have continued to mobilise, the government has been forced to draw the line. In spite of a favourable response from the King, the Group of 130's

demand for jobs has not

been met.

In an election year billed hy the government as Morocco's move toward democracy, the plight of the Group of 130 has become a political issue. It is used to illustrate not the country's struggle to attain sustainable growth when the agriculture-domlnated economy remains subject to the vagaries of the weather - and the dismal failure of Morocco's education system, which has consistently churned out badly

the weekly L'Economiste, would not employ many of these graduates. "Many lack the hasic writing skills in Arabic and French and this leads to wrong interpretations, and wrong analysis." Mr Aissami counters:

"They say people like us are not good enough for the private sector. "But are we responsible for this situation? Why didn't they restructure higher education, to direct us, create more practical studies?"

Morocco is not alone in these problems. As a World Bank study highlighted this year, the return in the form of higher earnings for longer schooling throughout the Middle East and North Africa is declining, making education a less attractive investment for individuals. In terms of economic growth, the pay-offs to education also have been disappointingly low.

Among the main reasons

cited by the World Bank is

that education systems have been geared towards jobs in the public sector where knowledge of facts and procedures outweighed emphasis on creativity, initiative and the practical applications of the subjects taught. Like other countries in the regioo, Morocco has been a high spender on education. Yet, even an education hill of as much as a yearly 23 per

with an illiteracy rate of 57

per cent and a general con-

viction that students are

Middle East and North Africa

Age and education of the unemployed as a % of total unemployment

being poorly trained. According to a report by Maroc 2020, which promotes education reform, the focus of the education spending has been on numbers of teachers, In 1993, for instance, salaries accounted for 95 per cent of the education hudget. Spending has heen higher in primary school education than in secondary, student grants have not been based on economic needs, and there has been no

Experts in Morocco say that much resistance to reformcomes from within a corrupt administration, sections of which have been benefiting from the wasteful spending.

co-ordination hetween the

topics and skills tanght and

the demands of the job mar-

The political concern over education reform and graduate unemployment is all the more important because universities are often home to Islamic militancy. Islamist student unions have gained strength in Morocco's universities and have spearheaded protest against conditions. Earlier this year, many were jalled after agitating against poor public transport to universities.

The problem, according to Mr Habib al Malki, bead of the state's National Center for Youth and the Future, is that reforming the system is a politically delicate question. "It is an issua that requires a consensus because it will include questions such as whether free education should be maintained," be says.

Meanwhile, to keep their struggle in tha news, the graduates are writing articles in local newspapers suggesting solutions to their problem. In one they advised the government to join with the private sector in creating a fund to finance their salaries, which they would pay

cent of the hudget leaves it **NEWS: WORLD TRADE** 

China overtakes South Korea as largest PC market in Asia-Pacific region

### Chinese switch on to computer power

By James Harding

China has emerged as the largest market for personal computers in the Asla-Pacific region, overtaking South Korea in the last six according to market vast market potential, has research published yester-

Nearly 1m computers were sold in China in the first half of 1997, roughly a quarter of the total 4m com-

ers are scaling hack their production plans

in Thailand in response to a

sharp decline in the Thai

vehicle market amid the

country's recent economic

critical time for leading Jap-

anese car makers such as

Toyota, which holds the

largest share of the Thai

market at 31.2 per cent, since

they have based their latest

drive into Aslan markets in

Thailand, However, the com-

panies believe the phenome-

fered a 60 per cent drop in

sales in Thailand compared

with the same month last

year, plans to shut down for

a month a local factory

where it produces pick-up

trucks. It is also restricting

production at another fac-

tory where it makes passen-

ger cars to only one week in

August, reducing output to

was hehind the decision.

Nissan said the stagnant

one-fourth of normal levels. out the region.

out loans for car purchases. amhltions in Asia.

Thai economy and the finan- the Soluna, "the most impor-

cial uncertainty following tant project for Toyota."

last month's devaluation of according to a company

the baht, which makes it dif- executive, is therefore key to

ficult for consumers to take the company's long term

Toyota is reviewing its which had increased steadily

Nissan, which in June suf-

non is temporary.

The Thai crisis comes at a

market analysts Dataquest. The Asia-Pacific PC market as a whole was up 15 per cent on last year, while Chinese sales grew hy 41 per cent, the report said.

The growth of China's PC market, underpinned by a months as the leading buyer low penetration rate and contrasted with the "rapid maturity of some of the region's major markets that has resulted in declining demand". Last mooth, Mr James Jar-

according to a report by China, forecast that within a manufacturers, which have domestic producers.

which makes the Soluna,

designed specifically for the

Asian market, is running at

half normal levels. Produc-

tion at another factory

where Toyota manufactures

pick-up trucks and a passen-

Japan's hig car companies

are eager to expand their

operations in south-east

Asia, where they are already

a dominant force. As the

Japanese market has become

aaturated and markets in other industrialised coun-

tries are marked by fierce

motorisation of south-east

Asia offers Japanese car

makers a crucial, nearhy

market for further expan-

Toyota's Soluna represents

Toyota's answer to the needs

of the booming economies of

Asla, the fastest-growing

markets in the world. Toyota

plans eventually to expand

sales of the Soluna through-

The success in Thailand of

But sales of the Soluna,

ger car has also heen cut.

China currently ranks sixth in the company's world mar-

Official figures show that China's demand for personal rate of 40 per cent in recent years.

puters sold in the region, rett, president of Intel in profits for foreign computer strong challenge from

to just over 2,300 in June and

are expected to fall further.

The launch of the Soluna

has so far helped Toyota

keep the decline in overall unit sales in Thailand to

ahout 5 per cent, but the

company acknowledges that

for the year, sales in the

Thai market could fall 15 per

against 589,000 last year.

cent to under 500,000 units

Honda, a hig force in the

Asian passenger car and

motorcycle market, also makes its "Asia specific"

car, the City, in Thailand.

cifically with regional needs

in mind and once it was

launched, quickly hecame a

Japanese vehicle makers in

the region, has already suf-

thls year of Indonesia's

national car policy. Critics of

the policy say it puts at a

diaadvantage established

market, Hino Motor, a truck

Motors (MMC) is cutting out-

manufacturers

The company, like other

fered the negative effects phenomenon

market leader.

motor sector.

vehicle

Toyota's factory in Thailand March, have since declined

competition, the spreading The City was designed spe-

Japan's carmakers cut Thai plans

Economic turmoil has led to a fall in the country's vehicle market, writes Michiyo Nakamoto

US semiconductor ket share in the face of growgroup's third largest market ing competition from lowafter the US and Japan. cost. Chinese computermakers.

manufacture, puter announced last month in the Business News, the Shangcomputers has been increas- hai newspaper, that it was ing at an average annual cutting prices by 20 per cent. The rapid expansion of the production in mainland Chinese market, however, China and in part was an has not guaranteed easy acknowledgement of the

Legend, mainland China's PCs expanded their domestic largest producer of personal computers, is estimated to have sold 100,000 PCs in the second quarter of this

Legend is expected to beat its sales target of 300,000 computers in 1997, which is already 50 per cent more than 1996. For the first time, computer sellers in the Dataquest quarterly report.

market share to 27 per cent in 1996 from 15 per cent the year before and are expected to take a large share of the market this year.

Across the Asia-Pacific region, Compaq bas remained the leading seller of PCs for the fourth quarter, having overtaken Sam-Legend was yesterday sung Electronics a year ago, counted as one of the Top 10 according to yesterday's

Toshiba has had atrong growth and remained the lished by China's state leading supplier of notebook media, domestic hranded computers, Dataquest said.

WORLD TRADE NEWS DIGEST

### ECGD backs Baku project

The Export Credits Guarantee Department, the UK's official export credit agency, will back a \$16m loan to improve facilities at Azerbaijan's main international airport. The deal is the first that the ECGD has extended to Azerbaijan since it introduced export cover for the country in June last year, and comes amidst heightened commercial and diplomatic interest in the former Soviet Republic.

Last month Mr Heydar Aliyev, Azerbaijan's president, met US President Bill Clinton, while US of companies signed \$10bn worth of contracts with Azerbaijan's state oil company Socar.

If Azerbaijan stays in the geopolitical limelight as a result of its oil resources and strategic position in the region, it can count on being courted further by the governments of the major superpowers, along with other governments in the region.

The ECGD-backed loan is being arranged by Natwest Markets and HSBC Investment Bank. It will go to fund installation of new systems equipment at Baku international airport by Siemens Plessy Electronics Systems, the UK air traffic management division subsidiary of Siemens of Germany.

The Baku airport was partially built by the Soviets, but construction was halted after the break-up of the USSR. The project is designed to upgrade facilities at the airport to handle the increased demand forecast for air traffic in Charles Clover, London

**■ MOBILE TELEPHONES** 

#### Nokia predicts Indian growth India is expected to have nearly 750,000 mobile phone users by the end of 1997, sharply up on the 260,000 users

at the end of 1996, according to the Indian subsidiary of Mr Parikshit Bhasin, joint managing director of the

Nokia subsidiary, said the market had received a boost with mobile phone services having started in India's regional telephone zones. Increased sales of handsets in large cities and a fall in the number of smuggled handset had also aided the trend. Mobile telephone services were first offered in India m

October 1995 in Delhi, Bombay, Madras and Calcutta Mr. Bhasin said the key growth centres were still the four-large cities, where cellular phones had become a business tool, and demand was steadily increasing. He added that Nokia expected similar growth in the regions in the second quarter of 1998. Reuter Non Delhi econd quarter of 1998.

■ US-TURKISH RELATIONS

#### Gramm promotes free trade

Mr Phil Gramm, the US senator, who is on a visit to. Turkey, promoted a project for a free trade agreement between Turkey and the US yesterday, during his stop in Ankara. "I think it would be beneficial not only to the US and Turkey," he said after a meeting with Mr Bulent

Ecevit, the Turkish deputy prime minister.

The move is part of efforts by the US to support closer relations between Turkey and the EU. Turkey has a long-standing application to join the European Union, but its economic problems and poor human rights record have stood in its way. Last month, the EU excluded Turkey from a list of prospective new members to join the AP-Dom Jones, Ankara 15-nation bloc.



### Tajik fighting starts again

Troops loyal to Tajikistan'a Rakhmonov clashed with a mutinous government commander near the capital Dushanbe yesterday, using artillery and rockets, writes

Reuter from Leur. Outside the village of Leur, abont 12 miles south of the Tajik capital, Mr guard fired shells and rockets every few minutes at forces of maverick Colonel Makhmud

Khudoyberdyev. The fighting comes just weeks after Mr Rakhmonov signed a peace agreement with armed Islamic opposition guerrillas – who play no role in the current

mrest - aimed at ending a

War in the mountainous Central Asian state of 5.7m into independent fiefdoms under the control of a hewildering array of armed gronps, much like those in neighbouring

The commander of an élite government armoured brigade, Col Khudoyberdye has seized on unrest in Dushanbe to advance his own, as yet unclear, political ambitions,

four-year civil war in the

people has seen it carved up Afghanistan.

On Saturday, Col Khudoyherdyev moved his forces towards Dushanbe from his base in Kurgan Tyube, in the south of the

former Soviet republic.

when only 250,000 joba says the private sector become available - is one of Morocco's greatest challenges. Urhan unemployment is about 16 per cent and ahont 110,000 young Moroccan graduates (with at least four years of univer-

union headquarters.

The "Group of 130", as the unemployed graduates called themselves, was preceded hy the Group of 2,500, the Group of 70 and the Group of 194. There has since been the Group of 13, the group of 100 and the Group of 58. Many with doctorate

degrees - ranging from physics to chemistry to Arah literature and Islamic studies - these Moroccans believed education was the ticket to high-paying lifetime government jobs, only to discover upon graduation that the public sector could no longer afford to absorb them and the private sector looked down on them.

Finding employment for

few years China would be struggled to maintain mar-

Acer, the Taiwanese com-

The Thai

comes at a

the leading

into Asian

markets in

Japanese car

makers, since

they have based

their latest drive

Thailand itself.

But the groups

think that the

economic crisis

critical time for

This in part reflected lower costs since starting

According to figures pub-



reducing output for the Thai joint venture. MMC Sittipol, will make up for the decline by more than 50 per cent export vehicles by 20,000 this month; Mitsuhishi units. That is not an option for

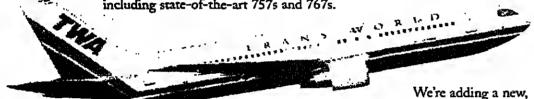
they expect Thailand to remain an important manufacturing base and market in the region. •In the long term, the Thai economy and vehicle market will recover gradually. We are fairly optimistic about the situation," a Toyota official said. Asian neighbours queue to

is temporary investors in Indonesia's units in response to stagnant throughout the region. emphasise, however, that demand. MMC, which Toyota does not expect its Among other Japanese recently took control of its subsidiaries in Indonesia, That vehicle manufacturing the Philippines, Australia joint venture, MMC Sittipol, and Taiwan, which would like to increase their own maker, is cutting production by increasing production of exports, to welcome the idea of an outflow of exports from Thailand. As a result, the company has had no choice production plans in response after its launch in January put for that market from companies such as Toyota, but to cut back production. to the market downturn. this year to a peak of 5,009 in 70,000 last year to 50,000 which have operating bases Japanese car makers help Thailand, Page 6

## THERE'S A BETTER TWA FLYING TODAY,

I rans World Airlines has achieved the most dramatically improved ON-TIME PERFORMANCE in the U.S. airline industry. In less than a year, the people of TWA have put their airline at or near the top of the U.S. Department of Transportation's rankings.

Today's TWA is now flying many of the more than \$2 billion in late-model and brand NEW AIRCRAFT we're continuing to add to our fleet, including state-of-the-art 757s and 767s.



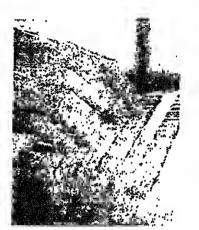
elite PLATINUM level to our FREQUENT FLIGHT BONUS PROGRAM.

Fly 20 trans-atlantic segments or 100,000 miles within one year to qualify and enjoy easier access to upgrades and other benefits. We're also adding exciting NEW PARTNERS this Autumn, like Hertz and the Membership Rewards To

TWA has also invested \$16 million in AIRPORT AUTOMATION, a major step in making our facilities among the most technologically advanced and efficient in the business. Our New York JFK operations are being consolidated into a single terminal for EASIER CONNECTIONS.

program from American Express.

All this is just what's happened so far.



# TWA ON THE WAY.

Now, the people of TWA are building on this dramatic improvement in performance with exciting new enhancements to our products and services.

Our highly rated TRANS WORLD ONE® trans-atlantic service to New York and St. Louis from 10 cities in Europe and the Middle East, will be further improved and re-introduced. This truly first-class service,

> with our custom-designed recliner seat and generous space, will still be available at business-class fares.

> > For those passengers continuing within the U.S., we are expanding our first-class cabins to make available 60% More, Big, Comfortable First-

CLASS SEATS. We know first-class is where TWA's best customers want to be, so we're making ours both bigger and better. Our network, combined with our

Trans World Express\* partners, now serves over 100 destinations.

An ALL-NEW, EXPANDED AMBASSADORS CLUB® in St. Louis opens this Autumn, and fully refurbished facilities at JFK in New York will be completed by year's end. Our Ambassadors Clubs offer travellers a uniquely pleasant and private place to relax or do business.

Major upgrades of our JFK operational facilities include a

NEW BAGGAGE HANDLING SYSTEM.

All these improvements are just part of TWA's planned INVESTMENT AND GROWTH. Every day, with every flight, with every new idea, we are making this a better airline. And a better travel experience for you.

That's where the future will take us. We'd like to invite you along for the ride.



Visit our web site at www.twa.com



N 0 D

Rossi

fol a

HE NEWS CHEST

### Thai bailout: self-interest makes for co-operation

elf-interest may have for the leading role taken by the Asean group in different day's \$16bn package to bail out Thailand, but the initiative was nevertheless a landmark in Asia's halting progress toward co-ordinated economic management.

Though Asian central bank governors do meet regularly, financial co-operation hetween countries in the region has long been more theoretical than substantive. Yesterday's agreement is therefore a departure and one which - if it works could herald a new phase of

"Participants saw the meeting as an historic crossroads in regional financial loseph Yam, head of the Hong Kong Monetary Authority, the territory's de facto central bank.

The aim of the funding is to cover Thailand's current account deficit and help restore confidence in the beleaguered beht, thereby removing the source of region-wide currency insta-

Although the package might never have become a

been the defining senti- the international Monetary ways," said Mr Eisuke Sakment hehind yester- Fund, the absence of any unileteral US presence in international financial yesterday's agreement lends it a distinctive Asian fla-

> Japan, which hosted yesterday's meeting, is providing the largest unilateral

Rather than taking a leadership role, Tokyo has been keen to encourage the other Asian countries to participate together

assistance; \$4bo in loans to facility. Rather than taking 6 he channelled through the government-owned Export-Import Bank. Officials in Tokyo portrayed their participation in terms of a further engagement with the nine member states of the Association of South East Asian Nations - which has been the worst hit hy a contagious cycle of currency

"This shows our firm resolve that the Asian Pacific countries will approach these issues with solidarity - we would like to

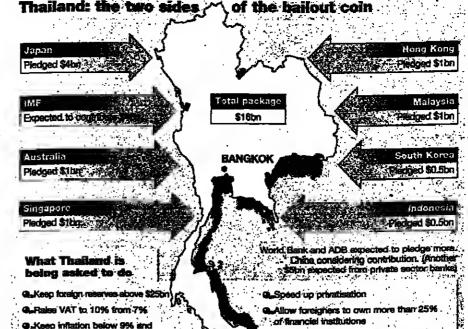
akihare, vice-minister for stability for the Thai baht would ease pressure on the Hong Kong dollar. affairs. Mr Sakakihara added,

"The likely contagion however, that the countries effect is very real," said Mr involved "had no specific Donald Tsang, Hong Kong's plans" to turn yesterday's financiai secretary. "It is in agreement into a permanent Hong Kong's interests as 6 leading financial centre in the region to see a strong end stable neighbouring

> Thailand is also 6 key investor in China, an important market for Chines exports and the recipient of Chinese soft loans to its military. When Thailand's economy is strong, the commerce it generates helps enrich some of the more underde veloped provinces in China's

> Ohaervers warned, however, that it remains an open question whether the bailont package is large enough to halt the slide of the baht, and therefore relieve the downward pressure on other Asian currencies.

Other concerns centre around whether Thailand will sbide by conditions many yet to be divulged to



key issue now is what the conditions attached to these credit lines are going to be," said Mr Desmond Supple, head of Asian currency research et Barclays (BZW)

O.End public service subsidies

Ralence budget

economic growth no more than 4%-

If the funds pledged are used, as Thai officials claim, primarily to hoost foreign reserves then the baht could still slide to about 35 to the

31 as the private sector huys dollars in the open market to settle its foreign borrowing binge. This slide could be avolded if private capital inflows into Thailand. buoyed by the IMF plan, are resumed on a large scale.

But economists said that if the money leaks out into the real economy then the currency could sink even lower Already influential Thai ssmen and their politislice of the assistance and Asian governments, like the US with Mexico, will be looking to the IMF to play a strict policing role. Reporting by James Kynge,

monetary hase increase

A. Bring transparency to govern

Gillian Tett, John Ridding. Ted Bardacke and James

Britain and the US. Hopes fade of meeting foreign investor targets

stantial legal challenge. At assembly since it had been established by a decision of the National People's Congress, the Chinese parlia-Next month's court case

a law approved by the legisrights to mainland children of Hong Kong parents. The if they arrived illegally. It also requires mainland child immigrants to ohtain a cerprove their right of abode in the territory.

With an estimated 66,000 mainland children with a parent resident in Hong Kong, the government feared a huge influx following the transfer of sovereignty. It warned of strains on resources in housing and education should all the chil-

roactive to the beginning of dren face expulsion. Several hundred surrendered to the authorities in early July in the hope of legalising their

E GERMANY

### Yamaichi fires top executives

By Gillian Tett in Tokyo

Yamaichi, Japan's fonrth largest securities house, yes terday dismissed 11 senior executives, including the president, chairman and five vice-presidents, as punishment for the company's alleged links with corporate racketeers. All were immediately retained as advisers.

The sweeping reshuffle pushed Yamaichi's share price sharply higher after a steady fall in the past two come amid mounting expec charges egainst Yamaichi.

reshuffle, and also increasing market speculation that Yamaichi could emerge as a takeover target if the scan-

in July Tokyo prosecutors after alleging that in 1995 the company channelled Y79m (\$\$70,000) of illicit payments to sokaiuo - corporate racketeers who now about a takeover. demand payment from Japanese companies in exchange for not revealing sensitive information sbout them.

Yamaichi has not publicly sdmitted to the payments, and Mr Atsno Miki and Mr

movement partly reflected man until their resignations admitted to links with investor pleasure at the yesterdey, both denied personal involvement Finance company take-

leadership role, Tokyo has

been keen to encourage the

other Asian countries to par-

China's indication that it

may contribute to the facil-

lty is also significant. Such a

move would mark China's

dehut in pledging funds for

regional financial stability,

and highlight Beijing's grow-

ing influence as a co-opera-

Economists seid that.

aside from the fect that

Thailand is an strategic ally

for Beijing, there are compel-

ticipate fully.

tive force.

overs are rare in Japan but Yamaichi, the weakest of the leading brokers, could ralded Yamaichi's offices Japanese or even foreign partner, enalysts sey. Mr Robert Garone, of Dresdner Kleinwort Benson in Tokyo said: "There is speculation Yamaichl is the latest

casualty of a scandal that when Nomure Securities, Japan's largest hroker, edmitted to links with sokaiya. Since then Dai-Ichi Tsugio Yukihira, respectively president and chair-country's largest, has also Kangyo Bank, one of the

sokaiya. Sixteen executives at Nomura sphsequently resigned while 21 at DKB stepped down. Twn weeks the government ago ments for both comp

Yesterday's resignations et Yamaichi reduce the size of its board from 40 to about

Mr Shohei Nozawa, and Mr Sboji Saotame, respectively Yamaichi's new president and chairman, pledged and win greeter investor support. The company reported 6 Y5.4hn loss in the first quarter of this fiscal

### Sri Lanka's president may be forced to call snap election

mark sale of a share of 13-year war against the Lib-lts telecoms utility is eration Tigers of Tamil parliament before the budget Bank of Sri Lanka's offer of welcome newa for President Chandrika Kumaratunga's government. Less welcome is a growing realisation that continuing political uncerannounce snap elections within months.

The transfer of 35 per cent equity in Sri Lanka Telecom to Japan's NTT for \$225m last week is the country's largest privatisation.

The good news was further damped by fears that Mrs an election. Kumaratunga's government might not receive parliamentary support for a new con- the party leadership last

The name.

Major financial players throughout Asia will tell you

The name to remember is Perogrine. For Imancial advisory services

when you're ready to make a play in Asia

The United Mexican States Floating Rate

Notes Due 2000

The applicable rate of interest for the period August 12, 1997, through and including February 11, 1998, to be paid on February 12, 1998, a period of 184 days, is 6.65625%. This rate is 13/16% above the offered rate for sta-month deposits in U.S. Dollars which appeared on the display designated as the Artish Bankers Association's Interest Settlement Rate (5.84375%) as quoted on the Dow Jones Telerate Monitor® as Telerate Screen No. 3750 as at [1:00 (London Employ August 2, 1007)

The above rate equates to an unterest payment of U.S.O. 34,020833 per USD 1,000.00 in principal amount of Notes.

BANCO NACIONAL DE MEXICO, S.A.

NEW YORK AGENCY

Eelam (LTTE), which is costing the exchequer 5-6 per cent of gross domestic prod-

The proposed peace plan tainty may force her to which seeks to turn the mloister said. Analysts country into a federal state argue the government could in all hut name in exchange seek fresh parliamentary for ethnic peace needs a two-polls or at least edvance the thirds majority which Mrs Kumaratunga's People's Alliance does not enjoy. It is hy no means certain she would gain the required majority in

Ruling party legislators

PEREGRINE

Lian Locus . Global Distribut

parliament before the budget in November. "The government is clearly thinking about going for a referendum on the

political package," a senior local council elections, due by May, to test public opin-The government hopes to

use the devolution proposals to marginalise politically the LTTE, the guerrilla group in the island's north-east. Mr G L Peiris, justice min-

lster, said the LTTE assassinated two legislators last month to cripple these political efforts and prevent the reforms being implemented. "There are indications the LTTE is apprehensive about

implementation of the political package," Mr Peiris said. "Anyone who opposes the package is only helping the

The government's slender one-seat majority in the 225member assembly has been an enduring factor inhibiting medium to long-term investment, despite generous tax concessions. The seperatist war, which has claimed over 50,000 lives in the past 25 years, was 6 key factor dis- ated with its civil war, was couraging foreign investments and affecting tourism revenues, diplomats say.

Analysts see the minor recovery in the economy this 12 per cent this year. year after two years' weakness as due partly to increased domestic consumption: but there are fears inflationary pressures could

With the NTT deal, the which is the next higgest government retired SLRs10bn (\$169.7m), or about 7.1 per cent of the SLRs140hn public deht, treasury officlais said.

The government sell-off came as the international dran, senior analyst at Soc-Monetary Fund urged Sri Lanka to curb its hudget deficit and stressed the need for reforms in the civil service and pensions to control costs long-term prospects and keep inflation to a single

Prices rose 15.9 per cent in 1996 against an inflation rate of 7.7 per cent in 1995; bankers say the cost-of-living index will go up by at least

Bank of Sri Lanka's offer of SLRs4.3hn (\$73m) worth of shares to foreign investors was twice oversubscribed, writes Luhna al Attia in London. The sale was the first international share offering since the launch of the country's privatisation programme in 1989. The NDB, one of two

development banks providing long-term credit for growth projects in Sri Lanka, was set np in 1979 and is owned by the government. In 1993 61 per cent of said they had been told by fighting government forces the bank was sold and with the letest share issue the government cut its holdings to 12 per cent.

Mr Ranjit Fernando, director and general manager of the hank, said the government would bold on to its remaining stake for 18 months. The sale of the NDB

shares at SLRs260 - a SLRs30 discount to the market price - attracted 54 international investors, 35 per cent from Asia, 33 per cent from the US and 29 per cent from the UK.

Mr Annra Wickremasinghe, managing director et Jardine Fleming in Sri Lanka, one of the joint lead managers for the issue, said the country's risk, associnot a question for investors. "They were looking at the opportunities", he said.

Last year, the government's privatisation receipts fell far short of the projected \$420m, raising less than \$100m. The sale of the national carrier. Air Lanka. state divestiture, ls being deleyed hy more than a year.

"The NTT deal is shout the hest news the government has had in three years," said Arjona Mahengen-Croshy. "Using the money to retire debt is 6 step in the right direction."

However, medium to depended on political factors as well as the outcome of the government's military campaign against the Tamil

Amal Jayasinghe

### Mystery group quits Vietnam investment

John Ridding in Hong Kong

Vietnam has been left with 6 gaping hole in its foreign investment figures after a mystery company suspended its involvement in a \$1hn property scheme planned for commercial hub of Ho Chi Minh City.

The project was to have been the biggest foreign project in the city since Vietnam opened up to foreign invest-ment a decade ago. It was also one of two projects that Hanoi squeezed through the approvals process two days hefore the end of 1996 in a hid to meet its target for inward foreign investment. But Hanoi's haste back-

the company, City Horse was wound up three months before its Ho Chi Minh City scheme was given the nod hy Vietnam. It was not clear whether Hanoi was aware that City Horse Trading had been wound up by the time

it licensed its project.

WINITED STATES

Records show City Horse Trading, e company with ethnic Chinese investors, was incorporated in Hong Kong in 1988 with a nominal paid-up capital of HK\$10,000 (US\$1,300), most held hy a company called Wellink

Observers said that in its concern to approve the project, Hanoi failed to make sufficient checks on a company whose origins are obscure. "Vietnam was wishful at the end of last year and wanted to get some hig figures in. They weren't as diligent as they could have been," said one foreign lawyer in Ho Chi Minh City.

A Vietnamese official at Viet Cuong Co, which claims fired. According to the Hong to front for City Horse Trad-Kong Companies Registry, ing in Ho Chi Minh City, ing in Ho Chi Minh City. The case highlights the confirmed yesterday that the its plans were approved. It hie raising money for the project. The local partner is a unit of the city's construc-

tion department. Under the licence, Clty ally high amount in a sector where investors are struggling with oversnpply and acute financing difficulties. "Some of them [City Horse

Trading and its partners were not patient enough to wait 30 they withdrew," the official said. He edded that City Horse Trading had "moved" to the British Virgins Islands, an offshore tax An official in the invest-

ment department of the Ho Chi Minh City people's committee (municipal council) declined to comment.

Mr Walter Rubin, 6 Canadian listed as one of three former directors of City Horse, was not available for

nese capital Vietnam and Hanoi's inability to track such flows. Viet Cuong is run hy ethnic Chinese speaking fluent Cantonese, in common with many Horse Trading would have Ho Chi Minh City-based pumped \$300m to develop small husinesses with links 450 luxury villas in a district to ethnic Chinese husiness of the former Saigon popular circles in south-east Asia.

### challenge for legislature

By John Ridding in Hong Kong

A legal challenge to Hong Kong's tough new laws on child immigration from the mainland will go before the nonth, legal officials say

HK legal

The case, which concerns one of the mest pressing problems facing the new administration, is the second significant legal challenge to Hong Kong's government since the territory returned to Chinese sovereignty last month. However, lawyers challenging the constitutional basis of the immigration laws said they would reserve 6 challenge to the egality of the territory's legislature until the appeals

plan t

The immigration lews have emerged as a potential test case for the Beijingbacked legislature, which replaced the elected chamber when Hong Kong returned to Chinese sovereignty last month. Pro-democracy forces have condemned the legisla ture, arguing it breaches Beljing's constitution for postcolonial Hong Kong. It has also been condemned hy

legislature has already survived one subthe end of July, the Court of Final Appeal ruled that a local court had no right to determine the legality of the

will examine complaints that lature last month hreaches an article of the Basic Law new law allows the authorities to deport these children tificate of entitlement from Hong Kong authorities to

tory. Since the new law is retstatus.

INTERNATIONAL ECONOMIC INDICATORS: PRODUCTION AND EMPLOYMENT Yearly data for retail sales volume and industrial production plus all data for the vacancy rate indicator are in index form with 1985=100. Quarterly and monthly data for retail sales and industrial production show the percentage change over the corresponding period in the previous year, and are positive unless otherwise stated. The production show the percentage change over the corresponding period in the percentage change over the corresponding period in the percentage of the total labour force. Figures for the composite leading indicator are end-period values.

**JAPAN** 

	Sapa Angress	Industrial production	legment.	Vecancy into Indicator	leading Indicator	fietali esies volgrag	Industrial production	Champ- loypunt ratu	Vacancy rate indicator	Composite loading indicator	Retail nates Volume	induction	insup- ·	rate ladicator	Compos heads hedical
1986	105.6	100.1	6.9	98.4	95.8	106.5	99.7	2.8	94.3	83.1	102.2		6.4	136.9	616
1967	108.5	105.8	6.1	104.2	96.8	113.8	103.1	2.8	108.3	90.8	106.0		6.2	149.5	86
1988	113.0	110.5	5.4	104.9	100,2	122.6	113.1	2.5	135.9	96.3	109.1	106.3	6.2	165.1	92
1989	115.5	112.5	5.2	97.8	98.9	132.6	116.7	22	147.0	98.2	111.8		-5.6	219.5	96
1990	116.2	112.3	5.5	82.7	94,7	141.6	124.5	2.1	149.8	94,9	119.7		4.8	261.0	96
1991	113.3	110.1	6.8	61.7	99.6	144.5	126.S	2.1	144.2	91.7	125.0		4.2	297.9	. 96
1992	117.0	113.8	7.4	61.8	104.5	139.7	116.0	2.1	124.2	90.2	122.6		7.7	287.9	. 88
1993	122.2	117.5	6.8	67.7	109.8	131.7	113.6	2.5	105.8	95.4	119.7		7.9	229.0	- 95
1984	129.8	123.4	6.0	79.0	111.5	129.4	114.5	2.9	99.4	103.2	117.5		. 8.4	241.2	
1995 1996	133.8 138.6	127.4 130.9	5.5 5.4	79.3 77.1	111,6 117.7	128.4	118.5	8.1	103.2	107.7	116.5		. 8.2	268.2	T00
3rd gtr.1996	3.6	3.0	5.2	76.3	116.7	132.6	121.7	3.3	115.9	109.7	117.8		. 0.0	274.0	104
tth qtr.1996	3.8	3.8	5.3	77.8	117.7	1.3 3.1	4.5 4.4	3.3 3.3	116.0 123.4	106.9 109.7	0.2		9.0	271.9	103
st otr.1997	4.5	4.6	5.3	79.8	119.7	9.0	6.5	3.3	121.5	110.6	· -0.8 -0.2		9.3 9.6	271.5	108
and atr.1997		4.1		77.2		3.0	6.7	٠	121,0	110.0	-0.2	4.0. 1.5	á'o	276.5	100
July 1996	3.7	3.4	5.4	76.7	115.8	-1.3	6.0	3.4	116.2	109.6	-0.1	0.3	8.9	273.8	102
August	3.2	29	5.1	74.8	116.3	22	27	3.3	116.5	108.7	0.5	20	9.0	269.6	103.
September	3.9	2.6	5.2	77.4	116.7	3.2	4.8	3.3	116.1	106.9	0.1	1.0.	··· 6.1	272.1	103
October	4.6	3.3	5.2	75.3	117.2	4.3	5.8	3.3	123.9	109.1	-1.2		9.2 -	. 271.2	104
lovember	3.4	4.0	5.3	79.9	117.9	3.3	4.2	3.3	123.4	109.4	, 0.7		9.3	272.1	104
December January 1997	3.3 5.3	4.4 4.8	5.3	77.9	117.7 118.9	1.8	3.4	3.3	122.8	109.7	-1.8		9.4	271.2	104
epurary	4.5	4.0	5.3 5.3	79.3 81.2	119.6	22	8.4	3.3	128.6	110.2	1.4		9.6	265.4	105.
Warch	4.3	5.0	5.3 5.2	79.0	119.7	1.8 23.0	3.5	3.3	117,2	110.5	0.6		9.8	275A:	. 107.
April .		4.4	4.9	78.8	119.4		7.5	3.2	116.4	110.9	-2.5		9.7	282.0	10B.
May		4.1	4.8	73.3	119.9	-12.6 -3.5	4.8 7.5	3.3 3.6	121.7	109.7	0.4		9.8	2728	- 109.
				79.8	11000	~0.3	7.8	3.0	121.3	109.3	2.4	0.2	11.4	275.2 280.3	IVD.
lune	E FR	3.8 ANCE				E ITAL	.Y			· ·	E-UNI			)M4	
June	FR Retail soles		Unwap- loyment		Consposits lasting indicator	Retai			Jacomp- Syment	Composite leading	E UNI	TED K	NGDO	Vacation C	
1986	Retail sales volume 102.4			Vacotory	indiag indiator		l ladastrial production		Jacomp- tymest rute 10,4	Composits leading tedicator 94.5	Patall spins volume	TED K	NGDO	Vacation C	54.
1986 1967	Retail select volume 102.4 104.5	Industrial production 101.1 103.1	10.4 10.5	Vaconsy rate Indicater 107.0 117.2	indiag indicator 95.4 95.2	Retainship volume 106, 112,	6 104.1 1 106.8	<u> </u>	10.4 10.9	indicator .		TED K	INGDO Union Ingrasion	116.7 141.1	98.
986 967 988	102.4 104.5 107.9	Industrial production 101.1 103.1 107.3	10.4 10.5 10.0	Vaccessy rate indicator 107.0 117.2 135.3	95.4 95.2 100.0	Retains 106, 112, 107,	8 104.1 1 106.8 9 114.2		10.4 10.9 10.9	94.5	Retail sales volume 105.3	TED K	11.2 10.3 8.6	116.7 141.1 144.0	98.0
1986 1967 1968 1969	102.4 104.5 109.5	107.1 103.1 107.3 111.8	10.4 10.5 10.0 9.4	Vaccomy rate Indicator 107.0 117.2 135.3 160.6	95.4 95.2 100.0 99.7	106, 112, 107,	6 104.1 1 106.6 9 114.2 9 118.7	3	10.4 10.9 10.9 10.9	94.5 96.2 100.8 98.7	105.3 110.8	hdustisi production 102.5 108.5	NGDC Unempton Appropriate 11.2 10.3 8.6 / 7.2	116.7 141.1 144.0	98. 98.
986 1967 1968 1989 1980	102.4 104.5 109.5 109.5 110.4	101.1 103.1 107.3 111.8 112.8	10.4 10.5 10.0 9.4 6.8	Vaccency rate 107.0 117.2 135.3 160.6 163.2	96.4 95.2 100.0 99.7 94.9	106, 112, 107, 116,	8 104.1 1 106.6 9 114.2 9 118.7 4 116.0		10.4 10.9 10.9 10.9 10.9	94.5 96.2 100.6 96.7 95.4	105.3 110.8 117.8 120.1 121.1	TED K Industrial production 102.5 108.5 111.7 114.0 113.7	11.2 10.3 8.6 7.2 6.9	116.7 141.1 144.0 124.3	98. 98. 96. 94.
986 1967 1968 1989 1990 1991	102.4 104.5 107.9 109.5 110.4 110.2	107.1 107.1 107.3 117.8 112.8 111.4	10.4 10.5 10.0 9.4 6.8 8.4	Vaccony rate indicator 107.0 117.2 135.3 160.6 163.2 128.2	96.4 95.2 100.0 99.7 94.9 96.2	106, 112, 107, 116, 114, 110,	8 104.1 1 106.6 9 114.2 9 118.7 4 116.6		10.4 10.9 10.9 10.9 10.3 9.8	94.5 96.2 100.6 98.7 95.4 97.7	105.3 110.8 117.8 120.1 121.1	TED K Industrial production 102.5 108.5 111.7 114.0 113.7 109.9	MGDC byseed 12 10.3 8.6 7.2 6.9 8.8	116.7 144.0 124.3 97.7 86.6	98. 98. 96. 94.
986 1967 1968 1989 1990 1991 1982	102.4 104.5 107.9 109.5 110.4 110.2 110.5	101.1 107.1 107.3 111.8 112.8 111.4 110.0	10.4 10.5 10.0 9.4 6.8 8.4 10.4	Vaccony rate indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5	96.4 95.2 100.0 99.7 94.9 96.2 94.8	106, 112, 107, 116, 116, 116,	8 104.1 1 108.8 9 114.2 9 118.7 4 116.0 9 115.4		10.4 10.9 10.9 10.9 10.3 9.8 6.8	94.5 96.2 100.6 98.7 95.4 87.7 94.7	105.3 110.8 117.8 120.1 121.1 121.1 120.4	hdustis production 102.5 108.5 111.7 114.0 153.7 109.9 110.2	10.3 8.6 7.2 8.8 8.8 8.8 8.8 8.8	116.7 141.1 144.0 124.3 97.7 88.6 60.8	98. 98. 96. 94. 96.
986 987 988 989 990 981 991 982	Retail seles values 102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.7	107.1 107.3 117.8 112.8 111.4 110.0 105.8	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5	106, 112, 107, 116, 114, 110, 118,	### ##################################		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5	105.3 110.8 117.9 120.1 121.1 120.4 120.4	TED K Industrial Production 102.5 108.5 111.7 114.0 113.7 109.9 710.2 112.6	10.3 8.6 7.2 8.8 8.8 7.2 8.8 8.8 10.1	116.7 141.1 144.0 124.3 97.7 88.6 60.8 76.5	98. 98. 96. 94. 96. 104.
986 1967 1968 1980 1990 1991 1992 1993 1994	Retail seles values 102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.7 110.5	101.1 103.1 107.3 111.8 112.8 111.4 110.0 105.8 109.8	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3	Vaccony rate indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0	Retainment of the color of the	b britantial production productio		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5 103.5	105.3 110.8 117.8 120.1 121.1 121.1 139.4 120.4 123.9 128.5	TED K Industrial productions 102.5 108.5 111.7 114.0 113.7 109.9 710.2 112.6 118.7	11.2 10.3 8.6 7.2 8.8 8.8 10.1 9.5	118.7 144.1 144.0 124.3 97.7 88.6 68.8 78.5 93.8	98. 98. 96. 94. 95. 104. 104.
996 1987 988 1989 1990 1981 1992 1982	Retail seles values 102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.7	101.1 103.1 107.3 111.8 111.8 111.4 110.0 105.8 109.8 112.0	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	96.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8	106, 112, 107, 116, 114, 110, 118,	8 104.1 1 106.6 9 114.2 9 116.0 9 116.6 9 116.4 1 116.4 1 113.0 1 113.4 1 113.4		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1	94.5 96.2 100.8 98.7 95.4 87.7 94.7 107.5 103.5 102.0	105.3 110.8 117.8 120.1 121.1 139.4 120.4 123.9 128.5	hatuntia production 102.5 106.5 111.7 114.0 113.7 109.9 710.2 112.6 118.7 121.2	10.3 8.6 7.2 8.8 8.8 7.2 8.8 8.8 10.1	116.7 141.1 144.0 124.3 97.7 88.6 60.8 76.5	98. 98. 96. 94. 96. 104.
996 1967 968 969 990 990 991 982 1993 984 985 986	Retail select values of the se	Industrial production 101.1 103.1 107.3 111.8 112.8 111.4 110.0 105.8 109.8 112.0 112.6	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	96.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8 100.8	Retainment of the color of the			10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0	94.5 96.2 100.8 98.7 95.4 87.7 94.7 101.5 103.5 102.0 103.7	105.3 110.8 117.8 120.1 121.1 121.1 120.4 120.4 123.5 129.9 133.8	TED K  Industrial Production 102.5 108.5 111.7 114.0 118.7 109.9 710.2 112.8 118.7 121.2 122.5	11.2 10.3 8.6 7.2 8.8 8.8 10.1 10.4 9.3 8.7 8.8	118.7 144.1 144.0 124.3 97.7 88.6 68.8 78.5 93.8 167.5	98.1 98.1 94.3 96.1 104.2 106.6 106.6
996 997 988 989 990 991 992 993 994 995 996 rd qtr.1996	Retail selection (102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.8 110.2 -2.4	Industrial production 101.1 107.3 111.8 112.8 111.4 110.0 105.8 109.8 112.0 112.6 0.8	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	96.4 95.4 95.7 100.0 99.7 94.9 96.2 94.9 98.5 102.0 97.8 100.8	Retainment of the color of the	### Indextonal production   104.1   106.6   9		10.4 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5 103.5 102.0 103.7	105.3 110.8 117.8 120.1 121.1 119.4 120.4 123.9 128.5 129.9 133.8	TED K hdmitsi protection 102.5 111.7 114.0 113.7 109.9 102.112.6 118.7 122.6 122.6	10.3 8.8 7.2 8.8 7.2 8.8 10.1 10.4 9.5 8.7 8.2	116.1 144.1 144.0 124.3 97.7 58.6 78.5 187.5 187.5	98.1 98.1 94.3 96.1 104.0 106.6 106.6 106.6
996 987 989 999 990 991 992 953 994 995 996 8rd qtr.1996	Retail select values of the se	101.1 107.3 111.8 111.4 110.0 112.8 111.4 110.0 105.8 112.0 112.0 0.8 2.4	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.6 12.3 11.6 12.3	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8 100.8	Retainment of the color of the	8 104.1 1 108.8 9 114.2 9 116.6 8 115.4 1 113.0 1 127.3 123.7		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5 103.5 102.0 103.7	105.3 110.8 117.8 120.1 121.1 139.4 123.9 128.5 129.9 133.8	TED K https://doi.org/10.1001/	HGDC Langing Langin	116.7 141.1 144.0 124.3 97.7 88.6 98.6 70.5 93.8 167.5 331.9	98.1 98.1 94.3 96.1 104.2 106.6 106.6
996 997 998 999 990 991 992 993 994 995 996 rd qtr.1996 st qtr.1997	Retail select values va	Industrial production 101.1 107.3 111.8 112.8 111.4 110.0 105.8 109.8 112.0 112.6 0.8	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	96.4 95.4 95.7 100.0 99.7 94.9 96.2 94.9 98.5 102.0 97.8 100.8	Retainment of the color of the	### Indextonal production   104.1   106.6   9		10.4 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5 103.5 102.0 103.7	105.3 110.8 117.8 120.1 121.1 119.4 120.4 123.9 128.5 129.9 133.8	TED K hdmitsi protection 102.5 111.7 114.0 113.7 109.9 102.112.6 118.7 122.6 122.6	10.3 8.8 7.2 8.8 7.2 8.8 10.1 10.4 9.5 8.7 8.2	Inches (18.7) 141.1 144.0 124.3 97.7 60.8 70.5 83.8 167.5 331.9	98.0 98.0 98.1 98.1 98.1 104.2 106.6 106.6 106.6 106.6
1986 1987 1988 1989 1990 1991 1992 1953 1995 1996 1rd qtr.1998 1rd qtr.1998 1rd qtr.1997 1rd qtr.1997	Retail select values va	ANCE Interest	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.6 12.3 11.6 12.3	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 96.5 102.0 97.8 100.8	Retainment of the color of the	### Indextoffs   I		10.4 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0	94.5 96.2 100.6 98.7 95.4 87.7 94.7 101.5 103.5 102.0 103.7	105.3 110.8 117.8 120.1 121.1 129.4 120.4 123.9 128.5 128.5 133.8 3.4 -3.9 5.3	TED K Industrie production 102:5 106.5 111.7 114.0 113.7 109.9 112.6 118.7 122.5 122.6 1.0 1.5 1.1 1.3	HIGOC 112 10.3 8.6 8.8 8.8 8.8 10.4 9.5 8.2 8.3 7.9 7.4	116.3 144.1 144.1 144.3 197.5 181.6 182.6 183.8 187.8 187.8 187.8 187.8 187.8 187.8 187.8 187.8 187.8	98.0 98.0 98.1 98.1 98.1 104.2 106.6 106.6 106.6 106.6
1986 1987 1989 1989 1990 1991 1993 1994 1995 1995 1996 101 qtr.1996 101 qtr.1997 101 qtr.1997 101 qtr.1997	102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.8 110.2 -2.4 1.3	ANCE Interest of the control of the	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.9 96.2 94.9 102.0 97.5 100.8 101.5	Retainment of the color of the	8 104.1 1 108.8 9 114.2 9 116.6 8 115.4 1 113.0 4 116.8 1 127.3 123.7		10.4 10.9 10.9 10.9 10.9 10.8 8.8 6.8 10.2 11.1 12.0 12.0	94.5 96.2 100.8 98.7 95.4 97.7 101.5 103.5 103.7 102.1 103.7 104.8	105.3 110.6 117.8 120.1 121.1 121.1 129.4 120.4 120.5 129.9 133.8 3.4 4.7 5.3 2.3 4.7	TED K habatel 102.5 106.5 111.7 114.0 113.7 109.7 109.7 109.7 112.6 118.7 121.2 122.5 1.0 1.5 1.1 1.3 1.5	11.2 10.3 8.8 7.2 8.8 10.1 10.1 10.1 10.1 10.1 10.1 10.1	118.3 144.0 124.3 97.7 66.8 76.5 183.8 167.5 183.8 167.5 163.8 167.5 163.8 167.5 163.8 167.5	98.1 98.1 96.1 96.2 104.0 106.6 106.6 106.6 106.3 106.3
1986 1987 1988 1989 1990 1990 1991 1982 1993 1994 1995 194 1995 194 1995 194 197 197 198 1997 1996 1998 1998 1997 1998 1998	102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.7 110.5 110.8 110.2 -2.4 1.2 -1.3	ANCE	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.4 12.5 12.4 12.4 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.5 102.0 97.8 100.8 101.5 100.8 101.5 100.9 101.5 100.9	Retainment of the color of the	8 104.1 1 106.8 9 114.7 9 116.6 9 116.6 8 115.4 1 113.0 1 127.3 123.7		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.0 12.0	94.5 96.2 100.8 98.7 95.7 95.7 101.5 103.5 102.0 103.7 104.8	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 123.9 128.5 129.9 133.8 3.4 3.7 5.3 2.3 3.3 3.3 3.3 3.3 3.3 3.3 3.3 3.3 3	TED K hadwalie 102.5 106.5 110.5 111.7 109.9 113.7 109.9 112.6 112.6 112.6 113.7 12.1 12.6 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7	HIGOC 10.3 8.6 7.2 8.8 8.0 10.3 8.8 8.0 10.3 8.8 8.0 10.3 8.8 8.8 8.8 8.8 8.8 8.8 8.8 8	116.7 144.1 144.0 124.3 97.7 60.8 70.5 93.5 107.5 331.9 163.7 153.8 167.5 157.3 167.5 157.3 167.5 157.3	98.1 98.1 98.3 96.3 104.2 106.6 106.6 106.6 106.5 106.5 106.5
1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1rd qtr.1998 1rd qtr.1997 1rd qtr.1997 1rd qtr.1997	102.4 104.5 107.9 109.5 110.4 110.5 110.5 110.5 110.6 110.2 -2.4 12 -1.3	ANCE	10.4 10.5 10.0 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.4 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 94.9 94.9 94.9 96.5 102.0 97.8 100.6 101.5 100.9 101.5 101.5 101.5	Retainment of the color of the	8 104.1 1 106.8 9 114.2 9 118.7 4 116.0 9 16.6 8 115.4 1 127.3 123.7 -4.7 -5.5 -0.5		10.9 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0 12.0	94.5 96.2 100.8 98.7 95.7 95.7 107.5 103.5 102.1 103.7 104.8 101.3 101.7 102.3	105.3 110.8 117.8 120.1 121.1 129.4 128.9 128.9 133.8 3.4 -3.9 153.8 3.4 -3.9 3.3 3.4 4.3	TED K Industrie revisation 102.5 106.5 111.7 114.0 113.7 109.9 112.6 118.7 122.5 122.6 1.0 1.5 1.1 1.3 1.5 0.7 0.7 1.4	HIGOC 10.3 8.8 8.3 8.3 7.9 7.4 8.2 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3	116.3 141.1 144.0 124.3 97.7 98.6 66.8 107.5 153.8 107.5 153.8 167.5 163.7 163.7 163.7	98.4 98.4 96.3 96.3 104.2 106.5 106.5 106.3 106.3 106.3 106.6 106.6
986 1987 988 1990 1991 1992 1993 1994 1995 1995 1996 1917 1918 1919 1919 1919 1919 1919 1919	102.4 102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.8 110.2 -2.4 -1.3	ANCE Interest of the control of the	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.5 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.9 96.2 96.3 102.8 101.5 100.6 101.2 101.5 101.5 101.5 101.5	Retainment of the color of the	8 104.1 108.6 9 114.2 9 118.7 4 116.6 8 115.4 1 127.3 123.7 -4.7 -5.5 -0.5		10.9 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0 12.0	94.5 96.2 100.8 98.7 95.4 97.7 101.5 102.0 103.7 102.1 104.8 101.3 104.7 102.1 102.1 102.3	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 120.9 133.8 133.8 3.4 3.7 5.3 2.3 3.6 4.3	TED K habatel 102.5 106.5 111.7 114.0 113.7 103.7 103.7 103.7 102.112.6 118.7 121.2 122.6 1.5 1.1 1.3 1.5 0.7 0.7 1.4	11.2 10.3 8.8 7.2 8.9 10.1 10.4 9.3 8.7 8.7 8.2 8.3 8.3 8.3 8.3 8.3	116.7 144.0 124.3 97.7 981.6 982.6 187.5 183.8 187.5 183.8 187.5 183.8 187.5 183.8 187.3 183.8 187.3 183.7 183.7 183.7 183.7 183.7 183.7 185.7 185.2	98.1 98.1 94.3 96.3 104.4 106.5 106.6 106.6 106.5 106.5 106.9 107.0
1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1rd qtr.1998 1rd qtr.1997 1rd qtr.1997 1rd qtr.1997	102.4 104.5 107.9 109.5 110.4 110.5 110.5 110.5 110.6 110.2 -2.4 12 -1.3	ANCE	10.4 10.5 10.0 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.4 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8 100.8 101.5 101.5 101.5 101.5 101.5 101.5 101.5 101.5	Retainment of the color of the	8 104.1 1 106.8 9 114.2 9 118.7 4 116.0 9 16.6 8 115.4 1 127.3 123.7 -4.7 -5.5 -0.5		10.9 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.1 12.0 12.0 12.0	94.5 96.2 100.8 98.7 95.7 95.7 107.5 103.5 102.1 103.7 104.8 101.3 101.7 102.3	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 120.5 129.9 133.8 3.4 3.7 5.3 2.3 3.8 4.3 4.3 4.3 4.3 4.3	TED K Industrial 102.5 106.5 111.7 108.5 113.7 109.9 113.7 109.9 112.6 118.7 121.2 122.5 1.5 1.1 1.3 1.5 0.7 1.4 1.5 1.5 1.6	11.2 10.3 8.8 7.2 8.8 10.1 10.4 9.4 8.7 8.2 8.3 7.4 8.2 8.3 8.1 8.2 8.3 8.1 7.8	116.7 144.1 144.0 124.3 97.7 68.6 167.5 93.6 167.5 183.8 167.5 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.7 183.8	98.1 98.1 98.3 98.3 104.4 106.6 106.6 106.6 106.5 106.5 106.9 107.0 106.9
986 1987 988 1990 1991 1992 1993 1994 1995 1995 1996 1917 1918 1919 1919 1919 1919 1919 1919	102.4 102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.8 110.2 -2.4 -1.3	ANCE Interest of the control of the	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.5 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.9 96.2 96.3 102.8 101.5 100.6 101.2 101.5 101.5 101.5 101.5	Retainment of the color of the	8 104.1 108.6 9 114.2 9 118.7 4 116.6 8 115.4 1 127.3 123.7 -4.7 -5.5 -0.5		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.0 12.0 12.0 12.0	94.5 96.2 100.8 98.7 95.4 97.7 101.5 102.0 103.7 102.1 104.8 101.3 104.7 102.1 102.1 102.3	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 123.9 128.5 129.9 133.8 3.4 3.7 5.3 4.3 3.3 4.3 3.5 4.3	TED K Industrial revolution 102.5 106.5 111.7 109.9 113.7 109.9 112.6 113.7 122.6 1.0 1.5 1.1 1.3 1.5 0.7 0.7 0.7 1.4 1.5 1.5 2.0	##GDC 10.30 8.8 7.2 8.8 8.8 8.0.1 10.4 98.7 8.2 8.3 7.4 8.2 8.3 8.3 8.3 8.1 7.4 7.6	116.3 144.0 144.0 124.3 97.7 98.6 98.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 197	98.1 98.1 96.1 96.2 104.2 106.6 106.6 106.3 106.5 106.9 106.9 106.9
1986 1987 1988 1988 1980 1990 1990 1992 1993 1994 1995 1996 181 qtr.1996 181 qtr.1997 181 qtr.1997 181 qtr.1997 181 qtr.1997 181 qtr.1997 181 qtr.1998 181 qtr.19	102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.5 110.2 -2.4 1.2 -1.3	ANCE Intention 101.1 103.1 107.3 111.8 112.8 111.4 110.0 105.8 112.0 112.6 0.8 2.4 1.2 0.5 1.3 2.5 2.3	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.4 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8 100.8 101.5 101.5 101.5 101.5 101.5 101.5 101.5 101.5	Retainment of the color of the	8 104.1 1 108.8 9 114.2 9 118.7 4 116.6 8 115.4 1 13.0 1 127.3 123.7 -4.7 -5.5 -7.9 -2.7 -2.8 -2.8		10.4 10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.0 12.0 12.0	94.5 96.2 100.8 98.7 95.7 97.7 101.5 102.0 103.7 102.1 103.7 104.8 101.3 102.1 102.1 102.3 102.3 102.3 102.3	105.3 110.8 117.8 120.1 121.1 139.4 120.4 123.9 133.8 3.4 3.5 4.7 5.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4	TED K https://doi.org/10.25.108.5.7.114.0.7.103.7.103.7.103.7.102.112.6.118.7.1212.6.118.7.1212.6.15.1.1.3.1.5.1.5.1.5.1.5.1.5.1.5.1.5.1.	11.2 10.3 8.8 7.2 8.9 10.1 10.4 9.3 8.7 8.7 8.2 8.3 8.3 7.4 7.8 7.6 7.6 7.7	116.7 114.1 114.1 124.3 197.7 181.6 66.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 197.5 183.8 1	98.1 98.1 96.1 96.1 106.6 106.6 106.6 106.6 106.6 106.6 106.9 106.9
1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1rd qtr.1998 1rd qtr.1998 1rd qtr.1997 1rd qtr.1997	102.4 104.5 107.9 109.5 110.4 110.5 110.5 110.5 110.8 110.2 -2.4 1.2 -1.3	ANCE	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 12.4 12.5 12.5 12.5 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.9 96.5 102.8 101.5 100.6 101.5 101.5 101.8 101.3 100.9	Retainment of the color of the	8 104.1 1 106.8 9 114.7 9 116.6 8 115.4 1 116.8 1 115.4 1 113.0 1 127.3 123.7 -4.7 -5.5 -0.5		10.4 10.9 10.9 10.3 9.8 10.2 11.1 12.0 12.0 12.0 12.0 12.0	94.5 96.2 100.8 98.7 95.4 97.7 94.7 101.5 103.5 102.0 103.7 104.8 101.3 104.7 102.3 102.9 102.7 102.1 102.3 102.7	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 123.9 128.5 129.9 133.8 3.4 3.7 5.3 4.3 3.3 4.3 3.5 4.3	TED K habatel 102.5 106.5 110.5 110.5 110.5 110.7 109.9 113.7 109.9 112.6 112.6 113.7 121.2 122.5 1.5 1.6 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7	1.2 10.3 8.8 7.2 8.8 10.1 10.4 9.4 8.7 8.2 8.3 7.4 8.2 8.3 8.1 7.8 7.8 7.8 7.8 7.8 7.8 7.8 7.8	116.7 144.0 124.3 97.7 66.8 167.5 183.6 167.5 183.8 167.5 183.8 167.3 161.7 165.2 165.3 167.7 165.3 165.0 165.8 16	98.1 98.1 98.3 98.3 98.3 104.2 106.5 106.5 106.9 106.9 106.9 106.9 106.9 106.9 106.9
1986 1987 1988 1989 1990 1990 1991 1992 1993 1994 1995 194 1996 184 qtr.1996 184 qtr.1997 184 qtr.1997 184 qtr.1997 184 qtr.1997 184 qtr.1997 185 qtr.1997 185 qtr.1997	102.4 104.5 107.9 109.5 110.4 110.5 110.5 110.5 110.6 110.2 -2.4 1.2 -1.3 -2.0 1.4 -8.4 4.4 0.4 -1.1 -0.3 -0.3	ANCE	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 11.6 12.3 12.4 12.5 12.5 12.5 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 94.9 96.2 98.5 102.8 101.5 100.6 101.5 101.5 101.5 101.8 101.3 100.8 101.3 100.8	Retainment of the color of the	8 104.1 108.8 9 114.2 9 116.6 8 115.4 1 116.8 1 127.3 123.7 -4.7 -5.5 -0.5		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.0 12.0 12.0 12.0 12.0	94.5 96.2 100.8 98.7 95.4 97.7 101.5 103.5 102.0 103.7 104.8 101.3 101.3 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 102.1 103.7	105.3 110.8 117.8 120.1 121.1 121.1 129.4 120.4 123.9 128.5 129.9 133.8 3.4 3.7 5.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4.3 4	TED K hadratile revolution 102.5 106.5 111.7 109.9 113.7 109.9 112.6 113.7 122.6 1.0 1.5 1.1 1.3 1.5 0.7 0.7 0.7 0.7 1.4 1.5 1.5 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7	##GDC Committee 10.3 8.8 8.8 8.8 8.8 10.4 98.7 8.2 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3 8.3	116.3 144.0 144.0 144.1 144.0 124.3 97.7 183.8 197.5 183.8 197.5 163.7 163.7 163.7 163.7 163.7 163.7 163.8 161.7 165.2 163.8 1	98.1 98.1 98.3 98.3 108.5 108.5 108.5 108.6 106.6 106.6 106.6 106.7 106.9 106.9 107.3
1986 1987 1988 1989 1990 1990 1991 1992 1993 1994 1995 194 1996 194 1996 197 1998 1998 1998 1998 1998 1998 1998	102.4 104.5 107.9 109.5 110.4 110.2 110.5 110.5 110.5 110.8 110.2 -2.4 1.3 -2.0 1.4 -8.4 4.4 0.4 -1.1 -0.2 -3.1	101.1 103.1 107.3 111.8 112.8 111.4 110.0 105.8 112.0 112.6 0.8 2.4 1.2 0.5 1.3 2.5 2.3 0.7 1.0	10.4 10.5 10.0 9.4 6.8 8.4 10.4 11.7 12.3 12.4 12.5 12.5 12.5 12.5 12.5 12.5 12.5 12.5	Vaccency rate Indicator 107.0 117.2 135.3 160.6 163.2 128.2 108.5 90.0	95.4 95.2 100.0 99.7 94.9 96.2 94.8 98.5 102.0 97.8 100.8 101.5 101.5 101.5 101.5 101.5 101.8 101.5 101.8 101.5 101.8	Retainment of the color of the	8 104.1 1 108.8 9 114.2 9 118.7 4 116.6 8 115.4 1 127.3 123.7 -4.7 -0.5		10.4 10.9 10.9 10.9 10.3 9.8 6.8 10.2 11.1 12.0 12.0 12.0 12.0 12.0 12.0	94.5 96.2 100.8 98.7 98.7 97.7 101.5 102.0 103.7 104.8 101.3 104.7 102.1	105.3 110.8 117.8 120.1 121.1 121.1 139.4 120.4 123.9 128.5 129.9 133.8 3.4 4.7 5.3 4.3 3.6 4.3 3.6 4.3 4.3 4.3 4.3 4.3 4.4 4.7	TED K habatel 102.5 106.5 110.5 110.5 110.5 110.7 109.9 113.7 109.9 112.6 112.6 113.7 121.2 122.5 1.5 1.6 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7	1.2 10.3 8.8 7.2 8.8 10.1 10.4 9.4 8.7 8.2 8.3 7.4 8.2 8.3 8.1 7.8 7.8 7.8 7.8 7.8 7.8 7.8 7.8	116.7 144.0 124.3 97.7 66.8 167.5 183.6 167.5 183.8 167.5 183.8 167.3 161.7 165.2 165.3 167.7 165.3 165.0 165.8 16	98.1 98.1 98.3 98.3 98.3 104.2 106.5 106.5 106.9 106.9 106.9 106.9 106.9 106.9 106.9

nerufacturing only) and UK (also includes construction premployment used in official sources. Vacancy rate in US - help-wanted advertising, Japan - new vacancies, Germany and France - all jobs vacant, itsly - a DECD data. Each is a combination of series, cyclical fluctuations in which usually precede cyclical fluctuations in which usually precede cyclical fluctuations.



2576 (2- F GCar :--塞是[0一][ 455 02 cc ---Inustees aim mansform he scond world

ode-breaker

compelling n

宝宝 在,/"。

ET 723

287210

80 .On:

MERCHANICA CO.

4.0

\$33.44: - ·

Co te:

Benze -

型 二

### Inflationary pressures remain subdued

and Steve Thompson

DESDAY AUGUST 12 14

HK legg

challenge

child immeration by

mainland will to

month, legal officer

one of the mor

Escoletos facing 6

a moderanimes

Hong Kong's Bos

since the territor, is

O Chinese south

Bonth. However, E

challenging the &

tional basis of the a.

reserve a challeng.

legality of the terms

Mage.

g for a test case for the

the the 'replaced the cloude

vill be when Hong Kong a

i politic

ce and

 $Kunq_{q}$ 

slature unni la s

1µ⇒ immigrana

hat a emerged as a fire

backed legislate

to Chinese sores

Cloude Pro-demogra

have condemned the

: Late. arguing it has

: jung's constitution is

ged gnoH lsuroic.

liso been conden

firmain and the la

The legislature

elready survive to

stantial legal challes

the and of July, that

Final Appeal rela-

local court had me

Jeterraine the legal

passamply since I F

established by 1 60

the National Pega

te a the Chinese

Nedi monibis 🕾

THE PROPERTY OF THE

end bevorced as

in the last confirm

:: 17...()+ 0/ the F

and traces at

2004 No. 970 93 (b)

The Leadings around

THE PARTY IS NO OFFE

unitable of earthers

m in Nous augus

. Lung neus s.

ं या समस्य

Sament Designor . . .

three of sores.

---- of 700

and the second second second

- 小沙地區

- " Ger et burger.

of the Bart

THE PROPERTY.

the state of between

一、 会会的理论

- 4 127742 10 phil

1723

. - - . . . क्रीक्व

Hand the parameter ্ ক্রান্ত লাভিত বিশ্বিদ

mentioner of this to markets

iges that the to deport thesi

The case, which

territory's

for

Inflationary pressures in the UK remain subdued, output and retail sales data for July suggest. Though the figures, published yesterday, show an acceleration in the rise in prices of manufactured goods, this is attributed solely to excise duty increases in last month's Budget.

According to the Office for National Statistics figures, core manufacturing output prices excluding tobacco, food, petrol and drink - were unchanged in July on

a seasonally adjusted basis compared with the previous month.

The view that there are few inflationary pressures in the pipeline was also confirmed by a further fall in manufacturers' input prices. down 0.4 per cent during the month, with raw material costs, excluding oil, falling 8.5 per cent in sterling terms.

The British Retail Consortium's survey for sales during July showed a further increase in activity. Retailers reported sales up 5.2 per cent in value compared with July last year after reporting an increase of 4.5 per cent in June.

does not yet appear to be fuelling inflationary pressures.

The strong growth of retail sales will concern the Bank of England. Today, the Office for National Statistics publishes the retail price index for July, and tomorrow the Bank publishes its inflation report. The BRC's survey also warned

reducing the spending power of tourists, causing stores to suffer. The ONS said yesterday that manufacturers' output prices had

the strength of the pound was

However the retail sales growth expected and well above June's 1.1 stocks have been overbought per cent increase. But the ONS estimated that the Budget's 3.5 per cent increase in petrol duties added 0.4 per cent to manufacturing prices. Competitive pressures prevented the full increase being passed on by manufacturers and

The producer price data buoyed up share prices after an early sharp fall in the FTSE 100 index. It was down 64 points in early trading, prompted by last Friday's fall risen by 1.4 per cent in the 12 in the Dow Jones Industrial Avermonths to July - higher than age, but also by worties that UK

But it ended the day marginally higher, up 0.6 at 5,031.9. Dealers cited the encouraging producer price data and a relatively steady opening by Wall Street as stabilising factors. Second-line stocks also rose, amid continuing talk that big investment institutions were shifting funds from the market's lead-

held the actual acceleration in the rate of increase to 0.3 points. ers towards the underperforming FTSE 250 and SmallCap stocks. The FTSE 250 index rose 21.1 to 4.671.6 and the SmallCap 8.9 to

Lex. Page 18

### Plan to waive student fees angers critics

in London

The government faced criticism yesterday over plans to limit the offer of waiving tuition fees for students who undertake voluntary work in their year off between school and univer-

Ministers are this week expected to announce plans to grant exemption from the annual £1,000 (\$1,630) in fees due to be charged from 1998 - to students working for a recognised voluntary organisation during their year off.

The fee walver was prompted by complaints from the Universities and Colleges Admissions Service that thousands of students promised free places next year would instead have to pick up the £3,000 bill for a full undergraduate course.

But UCAS has joined opposition parties, university admissions staff, teachers' unions and students in challenging the government to offer fee concessions to all students offered a deferred entry place for 1998.

Under the proposals, only year will win exemptions.

The Treasury is underlimit on the exemptions, warning that giving conceswould undermine the point of charging fees.

It means that even those doing charitable work with organisations other than those recognised by the Department of Education and Employment will not

keen that students carrying out community work henefiting society should not be disadvantaged".

Mr Tony Higgins, chief executive of UCAS, said: "That seems to imply that all others taking a year off are just humming around. But what about the civil engineering student who decides to spend six months working on a building site, or the medical student who decides to work as a hospital porter? Why should they be penalised?

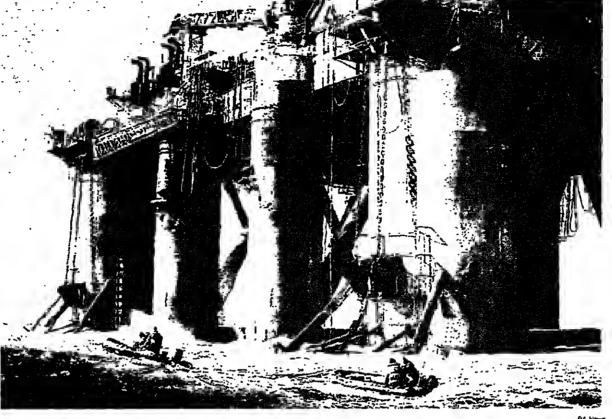
Mr David Hart, general secretary of the National Association of Head Teachers, said it was "manifestly wrong" to limit the exemption to those planning charity work in their gap year.

Mr Pbil Willis, the Liberal Democrat bigher education spokesman, said: "This is a small concession which will do nothing for the majority of the tens of thousands of students caught up in the scramble for places.

Unless the government backs down, about 17,000 students promised free places next year will have to find the fees.

According to UCAS, a furabout 2,000 of the 19,000 stu- ther 70,000 students planning sidering ahead of Thursday's publication of A-level examistood to have insisted on a nation results - which largely determine entry to university. UCAS said there sions to too many students had already been a 42 per cent increase on last year in applications to its clearing admissions system, in which students make last-minute

applications. It expects the number of students retaking A-levels to fall sharply as students have their fees waived, choose to secure a free place officials admitted. Officials at any university rather said Mr David Blunkett, the than a fee-paying place at a education secretary, "was preferred institution.



Greenpeace activists from the ships MV Greenpeace and MV Rainbow-C just before they boarded the drilling platform

### BP warns protest may cause losses

By Michael Peel in London

BP yesterday said that the Greenpeace occupation of a lives of the activists and the mobile oil rig chartered to 81-strong crew at risk. work on the company's

divers again stopped the the field.

The protest is part of a summer-long disruption by tion and production west of Shetland. The pressure legal challenge to a government decision in April to issue 14 oil companies with exploration licences for the Atlantic frontier.

BP said it had no immedi-

Stena Dee hut said It was worried that poor weather expected soon might put the

BP said it did not expect Foinaven field might lead to the action to affect its plan the flow in terms of the future production revenue to start production later this amount of money they have

the rig's legs for the third the first oil date for Foinday running, Greenpeace aven at this stage," it said. "But if it was to drag on platform moving towards indefinitely it would affect us further on."

The effect on production would depend on the work Greenpeace of oil explora- the rig was to carry ont. BP said it planned to use the rig for construction and modifigroup bas also launched a cation work and that it had drilled all its wells at the field. Production was a year behind schedule because the company had to replace some well-head valves.

Ms Deborah Russell, an oil ate plans to try to evict the and gas analyst at Wood

two protesters aboard the Mackenzie, said BP's eventual losses could be much greater than the estimated \$100,000 (£61,350) a day hire

charge for the Stena Dec. "That's going to be small in comparison to the delay to

spent and the delay in revenue." She said the financiai damage would depend on bow important the equipment aboard the Stena Dee was to the development of the field.

Editorial comment, Page 17

UK NEWS DIGEST

### Ford car sales hit by imports

Ford, the leading vehicle manufacturer, suffered a precipitous fall in its share of new car sales last month as hig importers captured a record 70 per cent of registra-

Ford's share declined to just under 12 per cent of the market as popular models such as the Fiesta and Escort were eclipsed by competitors. The Escort, Ford's most popular car last month, took only fifth place in the list of est sellers, while the Mondeo came in eighth.

The poor showing by Ford compared with a 14.6 per cent share in July 1996 and accelerated the steady erosion in the company's market share in recent years. Ford's share of new car sales fell to just over 18 per cent in the first seven months of this year, compared with 20.6 per cent in the same period last year.

Most mainland European manufacturers gained at Ford's expense. Volkswagen raised its sbare of new car sales to 9.4 per cent, compared with 9 per cent the previous year, Among Asian brands, Malaysia's Proton increased sales almost sixfold to 977 units last month, giving it 2.7 per cent of the market. Hoig Simonian. London

■ ROAD TRANSPORT

#### Bridges 'too weak' for EU trucks

Businesses could face long delays and diversions in moving goods from January 1999 because the government has failed to strengthen hundreds of bridges to carry 40-tonne trucks, it emerged yesterday.

Ministers have accepted that some bridges will be subject to weight restrictions, reduced to single-file use or closed altogether when the new European Union standard juggernauts are introduced. The revelation came in a government response to a damning House of Commons transport select committee report, which warned that the delayed bridge programme could cause serious hardship to many companies. George Parker, London

TAX SOFTWARE

#### Company will pay out over errors

Intuit, one of the world's leading personal tax software publishers, said yesterday it was urgently contacting 50,000 UK customers who may have got their tax forms wrong because of errors in one of its products.

The company said it would pay any penalties imposed by the Inland Revenue in cases where taxpayers bad underpaid their hills as a result of software errors and would consider refunding lost interest in cases of overpay ment. Customers would also receive a new version of the product. Intuit said the number of customers facing penal ties would be "very low".

BUILDING MATERIALS

#### Strong pound weakens exports

Building materials producers saw a substantial drop in overseas sales in the first quarter of the year, mainly because of the strong pound, the environment department said yesterday. The value of huilding materials exports fell by 9.5 per cent in the first three months of this year to £888m (\$1.44hn) compared with £981m in the final quarter of 1996. It was the first time for 12 months that quarterly exports fell below £900m. Andrew Toylor, London

#### **CONTRACTS & TENDERS**

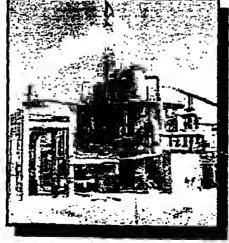
#### **GOVERNMENT OF PAKISTAN** PRIVATISATION COMMISSION



### **PAK ARAB FERTILIZERS** LIMITED (PAFL)

**INVITATION** FOR SUBMISSION OF

### **EXPRESSION** OF INTEREST "



Ahmad Wagar. Joint Secretary **Privatisation Commission** Government of Pakistan 5-A, Constitution Avenue. **EAC Building** Islamabad, Pakistan Tel # (92-51) 9205146-7, 9215466.

Fax #( 92-51) 9203076, 9211692

The Government of Pakistan invites Expression of Interest from prospective investors for pre-qualification to participate in the privatisation process of Pak Arab Fertilizers Limited. The opportunity offers an instant access to Pakistan's fertilizer Industry through a well diversified product mix of one of the largest and most profitable industrial units in the country. Located near Multan, PAFL is ideally situated to sell its products throughout the country. The plant is engaged in the manufacture of Calcium Ammonium Nitrate (CAN), Nitro Phosphate (NP) and Urea. The fertilizer industry is a mature industry in Pakistan which has shown excellent performance over the years and has always outperformed the market index for quoted compa-

PAFL has a paid up capital of Rs. 743.061 million, total asset size of Rs. 2.135 billion and an annual pretax profit of Rs. 645.548 million as per audited results of June 30, 1996. In addition, PAFL has tremendous goodwill being a market leader.

Expression of Interest for prequalification to participate in the privatisa tion process of PAFL, along with investor profile in terms of ownership, networth, business track record (audited accounts, staff strength, etc.), management's capa bilities for operating similar industrial operations and a non refundable proc essing fee of Rs. 150,000/- (Rupees One Hundred and Fifty Thousand) or US \$ equivalent in the form of a bank draft (encashable in Islamabad) in favour of the " Privatisation Commission, Government of Pakistan" should reach the office of the undersigned in a sealed envelope clearly marked " Expres sion of Interest for PAFL" latest by 1500 hours, August 25, 1997.

### Secret site fights to be famous

#### Trustees aim to transform home of second world war code-breakers into compelling museum

B letchley Park, the site to the north of London where mathematicians cracked secret German codes during the second world war, has a new battle on its hands. it has long been recognised that the top-secret efforts of the 12,000 men and women working at Bletchley were decisive in winning the war.

Now a handful of trustees are fighting to transform the 23ha site from Britain's best-kept secret into its bestknown one.

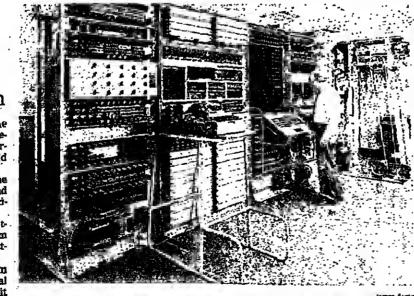
A museum al the site, near the town of Miltoo Keynes, is not on the typical tourist trail, and in an attempt to put it on the map the trustees want to raise several million pounds to buy the land - jointly owned by British Telecommunications and the government - and

upgrade the museum's facilities. Buying the site, together with a fiveyear plan to expand the museum, could cost between £20m and £30m (\$32.6m-\$48.9m) which the trustees hope they can raise through a public appeal and corporate sponsorship.

The museum, open on alternate weekends, makes a valiant attempt to explain how the world's first computer came to be built and why code-break. ing shortened the war by two years, saving hundreds of thousands of lives. However, it is all done in the tradi-

tage held together with sealing wax and string inslead of money. The wartime photos that line the walls are fraying, the explanatory video of how the ailies deciphered the codes is home-made and wobbly, and damp patches darken the polystyrene

ceiling nles. of the world's first electronic valve computer. Invented in 1943, it cracked the most prized code of all - the Lorenzcode, used by Hitler and his generals.



Bletchley Park trustee Tony Sale with his recreation of the Colossus computer

Thanks to Colossus, the allies were able to confirm that the Nazis were expecting a D-Day landing in the Calais district of north-eastern France rather than in Normandy to the west, where the landings by Allied forces actually

were so far in advance of their time (it had the power to unscramble combinations of 10") that its code-breaking algorithms were still being used operationally until five

Tony Sale, electronic engineer and fortion of the English amateur - a herimer MIS operative, who is one of the years ago so that the land could be

Its resurrection was the work of Mr

redeveloped. But the exhibits are compelling: the however, Bletchley's trustoes want to they hadn't cracked the naval codes in display includes Colossus, a re-creation stake a claim on the future. With a tiny the Atlantic, you and I would not be income (some \$40,000 a year from about having this conversation now," says 15,000 visitors), there is little money Mr Mallinson. with which to pay staff and upgrade the museum.

Appeals for lottery and national heritage money were turned down and talks to buy the site have been deadlocked for years.

But change is in the wind. A new lottery claim has been put in. The park has a new chairman, Sir Philip Duncombe. A planning group has been set he concepts hehind Colossus up to revive negotiations with BT, headed by Mr Howard Mallinson, a partner in KPMG, the accountancy firm, who is confident that he can soon

reach a deal with BT. Bletchley hopes to convince BT that some of the estate has a negative value because of the large conservation costs

involved. Looking ahead, Mr Sale and his colleagues want to establish a "centre In splte of its great historical signifi- of excellence" in computing and cance. Bletchley Park narrowly cryptography, attracting hudding escaped being razed to the ground five mathematicians from around the world

to Bletchley. "The fact is we owe our freedom to Now that the past has been secured, the sort of people who ran Bletchley. If the Atlantic, you and I would not be

Charis Gresser

eople vary enormously in their response to medication, yet standard practice today is for doctors to prescribe the same dose of any particular drug to all adult patients. Then they monitor the patients to see how well the treatment is working and, if necessary, adjust the dosing.

In the future it will be possible to predict the response of each individual to medication, on the basis of genetic tests. People will only receive drugs that do them good, without adverse side

The big drug companies are already beginning to analyse pharmacogenomics. Although their researchers are excited by the prospects, some of their marketing staff are dismayed.

Drug companies are going to be very resistant to this because they want blockbusters that work on everyone," says Leslie Benet, chairman of biopharmaceutical sciences at the University of California, San Francisco, who organised a session on tha genetic basis of drug dosing at the American Association for the Advancement of Science meeting.

Instead of one blockbuster drug with sales of £1hm a year, for example, a company might have to develop four different drugs for genetic sub-groups, each selling £250m a year.

But pharmacogenomics will also bring big advantages to the pharmaceutical industry, as well as to its customers. One of the most important will be to make it quicker and easier for new drugs to pass successfully through clinical trials, because they can be tested on groups of patients who have been selected genetically to give good results.

Peter Goodfellow, head of biopharmaceutical R&D at Smith-Kline Beecham, the US-UK pharmaceutical group, says: [pbarmacogenomics] and we want to be there before anyone pharmscogenomics programme

he most important family of enzymes for drug metabolism is known as cytochrome P450, For bundreds of different drug types (including painkillers, antidepressants and beart treatments) one of the P450 enzymes is the key factor determining how much drug remains in the body for how long, Recent studies bave shown extensive genetic variation in the

If a patient inherits an inactive enzyme, levels of drug may remain too high for too long and cause severe side-effects. For example sparteine, a treatment for irregular heart rhythms, is

ON THE INSTRUCTIONS OF

JOINT ADMINISTRATIVE RECEIVERS OF ST STEPHEN'S NURSING HOME LIMITED

16 single and 8 double rooms.
 Fee range £311-£316 per residen

AND JOINT LPA RECEIVERS OF

per week.

Mainly purpose built.

Trading under manageme
Overses in the argum or

ES25,000 PREEMOLD
Notingham Office Ref 57/FT70:17

NURSING HOME CURRENTLY REGISTERED FOR 41

Planning consent for 19 single rooms (16 on suite).

I rooms.

I rooms.

Income year end May 1996
£712,327, net profit £373,000 –
average fee £400 per week.
£1,500,000 runshqotn
ipawich Office Ref 14/F774477

NURSING HOME REGISTERED FOR 30 Period property in village

Long trading history.

2300,000 PREEMOLD

Blomingham Office Ref 57/F772305/R

Kent

Planning exists for approximate 18,500 sq ft development.
 Possibly suitable for alternative

PROPOSED NURSING HOME DEVELOPMENT, TEMANSTONE

Total site is approximately
 7.8 acres.

Unrestricted C2 use.

£495,000 PREEMOLD

London Office Ref S/FT1800

0171 227 0700

STEPHEN J TAYLOR &

Coopers &Lyorand

REGISTERED FOR 32

0115 948 3100

01473 256588

0121 456 1222

### Personalised treatment

Genetics will provide the basis for individual drug dosing in future, writes Clive Cookson

else. We will have to produce drugs that are more effective and give them only to people who will

benefit from them. Goodfellow says companies will have to launch many more new drugs - perhaps as many as 20 per year for a large international group, each targetted at a smaller number of people

The first hint of the financial value of pharmacogenomics came last month when Genset, the French biotechnology company, and Abbott Laboratories, the US pharmaceutical and diagnostics group, announced a strategic alliance in the field. As a first step in what could become a far-reaching collaboration. Abbott will make a \$20m equity investment in Genset and provide \$22.5m research funding over the next 18

Under the alliance, Genset will develop a new high-density genetic map, with 60,000 markers covering the buman genome (all buman genes), and will relate these markers to variations in patients' response to particular drugs. The first drug studied will he an unnamed compound in Abbott's R&D pipeline.

At the same time Abbott will develop diagnostic kits, based on Genset's genes and markers, to predict patients' response to drugs, Together the two partners will promote their



culture at the Genethon laboratory in Paris

A patient's response to a particular drug will depend on a complex combination of factors, many of which are non-genetic. The latter range from the short-term - for example food, drink and other drugs consumed recently - to long term influences such as the patient's sex,

other drug companies. tors are sometimes strong enough on their own to determine whether a patient responds to a drug.

There are three ways in which genes can affect a drug'a action: · The most closely studied area has been drug metabolism. For a treatment to be safe and effective, the patient generally needs age, hody weight and general to absorb the drug into the corstate of health. But genetic fac- rect tissues, break it down into

smaller molecules and excrete the chemical fragments in urine or faeces. This requires a complex array of metabolic enzymes. Scientists have already discovered mora than 50 genes that play a role in drug metabolism. More fundamental is the issue of whether the drug hits the biological pathway that is actually causing the patient's disease. Many conditions with a simple name, such as breast cancer,

depression or high blood pressure, may in fact be a collection of conditions in which a variety of pathways are going wrong in different patients but causing similar symptoms. The drug may also affect

other hiological pathways, unre-lated to tha disease, causing unwanted sida effects. This area too is open to genetic analysis. According to Pascal Brandys, chairman of Genset, the pharmaceutical industry can take advantage of pharmacogenomics at all stages of a drug's lifestyle, from discovery research to marketing.

The commercial benefits will be more than enough to compensate for the demise of the blockbuster, he says. For example, some drugs that have failed in clinical trials may be "rescued" by identifying smallsr groups of patients in whom they work well without adverse side effects.

Pharmacogenomics will also give a huge boost to the amerging market for gene-based diagnostics - an area in which Abbott, SmithKline Beecham and Roche of Switzerland are particu-

larly active. Doctors may aventually run renetic tests as a matter of routine before prescribing drugs to patients for the first time. Daniel Cohen, Genset's chief scientist, says pharmacogenomics will enable all patients to have "perthe medication that will do them

ing such as FIDAmerica. Instead, she says, FDAmer-Number of subjects

Net gains for the rural poor

Heather Bourbeau reports on a UN-backed internet project

poor realistically gain from the internet and modern telecommunications technology? A great deal, believes the United Nations nternational Fund for Agricul-

tural Development (Ifad). In an attempt to pool scien-tific and local knowledge, Ifad has launched the FidAmerica communications network. However, the effectiveness of this new cybertool is being limited by the same problems that affect living standards in Latin

FidAmerica was created in 1985 to eliminate repeated mistakes in agricultural development projects and to disseminate practical information throughout 17 countries in Latin America and the Caribbean. The network consists of an online database, a virtual farmer's market, electronic conferences, newsletters and lists of Ifad's 33 projects in Latin

Although FidAmerica's develpers encourage participation hy the rural poor, they are hampered by illiteracy, unfamiliarity with computers and technical shortcomings.

Barbara Woloch, an ethnographer, worked on a women's health web site and a project, independent of Ifad, consolidating the medicinal knowledge of the Mayan population in the Mexican state of Chiapas via CD-Roms. She believes wide participation by the rural poor is unrealistic for an undertak-

ica should concentrate on training, and opening communication between community leaders, who already act as liaisons between village life and more urban, technological settings. "To go from living in a shack with a lightbulb to clicking on an icon is a big leap," she says.

To make the leap easier, Ifad does not buy computer equipment or pay for the communication costs of its projects. Instead, the burden of acquisition falls on the community leaders, who act as project Asia.

Melanie Miles 0171 873 4874

ow much can the rural managers and are trained at

ine in the

coul o fa

# 6 E F 2 --

EXEL SE

72 776

225 TO 11 THE

214 7

**幸まだ.70 /** /

海面のDiate 10cm

describe and the

2591 LH ...

ankatana 🔻

(1)

PAKIST

AND M

54.00mm 1951 18

ECONOMIC TO

\*C 375 15 15

10:00 10:00 - 1

Action On the Paris

Stear The Control

his many town way.

te 2010 612 16: 14

A 200 5 4 C : ~.

**本**型 (17.00

1 To 140.

right .

Ifad workshops. This ensures that technical knowledge is sustained and dispersed better throughout the local community, according to Julio Berdegue, one of FIDA-merica's developers. "It's not about computers or software. It's about peopla solving real

But what if these people can not read, let alone move a mouse? While literacy in Span ish or Portuguese is much more common among younger Latin Americans, many older and more isolated people cannot read and write. Some software devalopers have tried to get around this problem by using touch screens, graphics an audio programm

However, Woloch and FIDA merica developers agree that the best way to spread informs tion is tha text-based web site. Although the FIDAmerica sit (www.fidamerica.cl/) assume literacy in Spanish, the text restriction allows users with slow modems or poor connec tions to access the information and participate in the forums.

So far, the network has been successful among its Ifadtrained users. It has provided an electronic forum for an Amazon village chief to explain to development workers how his community negotiated a contract with the Body Shop, the UK-based cosmetics chain to sell essential oils, allowed Chilean farmers to advartise and sell their oversupply of potatoes, and it acted as the means for a Dominican farmer to answer a Guatemalan's uri gation query.

The initial FIDAmerica project will be finished in Decembe 1998. Ifad is looking to other funding and development organisations to continue and expand the network.

It hopes to add a help desk, which unlike most such facilities would offer specific rural development tips rather than technical advice about system hitches. There are plans, too, to set similar networks in Africa and

### Key to drug metabolism

cent of patients have a defective P450 enzyme called 2D6.

An opposite consequence of inheriting inactive 206 comes when the same people take codeine, a common painkiller. In this case, the enzyme is required to convert the drug to its active metabolite, morphine. So about 8 per cent of the population get little pain relief from

Robert Harris, a specialist in drug metabolism at SmithKline

(CHRISTIE & C2)

SURVEYORS, VALUERS & AGENTS

Large re

Pennsylvania, says: "If we see a drug metabolised first by 2D6, we will not develop it at SB.

Race-specific mutations in P450 enzymes account for some hig differences in drug response between ethnic groups.

For example there is a threefold difference between Caucasians and South Asians in their response to nifedipine, a common heart drug, because of genetic variation in the 3A4

The graph illustrates the effect of genetic variation on the metabolism of debrisoquine, a treatment for high blood

It shows the ratio of debrisoquine to its metabolite. 4-hydroxy debrisoquine, in patients' urine. The proportion of drug metabolised before it was excreted ranged from less than 1 per cent to more than 90 per cent.

#### BUSINESSES FOR SALE

Clare Bellwood 0171 873 3234

NORTHFARE HOUSE HOTEL, ALLOWAY

dary property. go restaurant, conservatory,

founge ber, 5 letting tooms. Car parking.

Good T/O and high profits.

5300,000 vanishin.p Glasgow Office: Ref 68/FT44966

Proven T/O in excess of

PRICE ON APPLICATION PREZENCES London Office Ref 006/F756575/R

0171 227 0700

RESIDENTIAL CARE HOME REGISTERED FOR 25

potential.

Part purpose built.

Good occupancy.

6630,000 paragous

pawich Office Ref 14/FT?4470 01473 256588

LANCASHIRE

LAKE VIEW NUMBERS & RESIDENTIAL CARE HOME, WITHHELL, NE CHONLET DUAL, REGISTREED FOR 63

DUAL REGISTERM FOR 63
Registered for residential, nursing and EMI patients.
Set in grounds of around

connection to motorways.

E750,000 FREEBOLD
Manchester Office Ref S6/FT78566

OFFERS IN EXCESS OF

0161 833 3311

Substantial site with planning

0141 204 3000

Well known hotel in its own

grounds. Fally refurbished. Early 18th

Fax 0171 873 3064

#### MANUFACTURER OF &Lybrand CATERING AND

Commonwealth Office of Asset Sales MORTUARY EQUIPMENT Bar Refrigeration Limited **Australian** 

> The Joint Administrative Receivers, David Stakes and Michael Horrocks, offer for sale the business and trading assets of this Rotherhom, South Yorkshire based company.

Principal features of the business Include:

substantial order book

contract to suply vaccine refrigerators to blue chip customers

a skilled workforce

design copobility

For further information, please contact Keeley Moore of Coopers & Lybrand, 1 East Parade, Sheffield \$1 2ET. Tel: 0114 272 9141. Fax: 0114 259 8202.

Coopers & Lybrard is sedicrised by the lastisate of Charter in England and Water to carry on forestment Planters.

#### **Retail Display** Equipment Company

The Joint Administrative Receivers offer for sale the business and assets of Impala Displays Limited.

Quality manufacturer offering bespoke design

Blue chip customer base.

 Unaudited turnover last 12 months of approximately £2.6million.

For further information, please contact: Peter Walker, Ernst & Young, Queens House, Queen Street, Ipswich, Suffelk IP1 1SW Telephone: 01473 217491 Facsimile: 01473 214484

#### **■ ERNST & YOUNG**

The United Kingdom form of Ernst & Young is a measure of Ernst & Young inservational and is australiad by The Institute of Chartered Accounts in England and Wales as carry on investment business. sens in England and Walo is carry or innotine

UNUSUAL

7 Holdey/long term flats. 10 scres grazing land (planning potential) Small knowy holiday complex For sale as a whole or in part. its for details to: Delte Ass Lake Viole, Swanpool, Falmout Cornwall TR11 58B, England

ij

LIQUIDATIONS AND RECEIVERSHIPS

Every week, every company that has gone into signification or receivership, what they did and who Auctions. Plus Businesses For Sale.

( )

#### (Northwich) Limited (In Administrative Receivership) The Joint Administrative Receivers offer the business

Development

& Construction

and assets of this building and civil engineering company for sale.

Specialisation in factory maintenance including sheeting, insulation and structural steel alter

Turnover of around £1.5m per annum.

Blue chip customer base on 12-month contracts. Experienced and fully resourced worldome 20,473 freehold werehouse/office premises in

Northwich, Cheshire For further information, please contact either the Joint Administrative Receivers, D Bailey & W S Martin or G Rigby at Commercial Union House,

Telephone: 0161 953 9000. Fecsimile: 0161 832 9607.

**■ ERNST & YOUNG** 

Albert Square, Manchester M2 6LP.

The United Ringdom from of Ernst & Young is a member of Ernst & Young International and is amborized by The Institute of Chartered nerronsiand and is amborised by The braism ands in England and Wales to carry on investi-

#### NICHE EMPLOYMENT **AGENCY**

Temporary/Contract

FOR SALE/JOINT VENTURE London Based

Supplying Domestic/ Catering/Maintenance/Clerical & Administrative Staff/Care Assistants Turnover £2.27m Net Profit c. £360k

Principals should contact reference: 5091 THE BUSINESS EXCHANGE PLC

21 John Adam Street, London WC2N 8JG Telephone: 0171-050 8985 Fax: 0171-050 8457 Regulated by SFA

DIVERCO **Sell Companies** Nationwide

SELLERS and BUYERS Contact in confidence: DIVERCO LTD. 4 Bank Street Worcester WR1 2EW rel 28 cons

### = 800,000 TO 1,000,000 STEPLES TO HONOR ON LINE. = 35% MARGIN = NEW PRODUCT RANGE ABOUT TO COME ON LINE. = SEVERAL EXCITING PROJECTS IN THE OFFING. = IDEAL COMPANY FOR EXISTING BUSINESS TO EXPAND TURNOVER

OWN PRODUCT RANGE.
 GOOD CUSTOMER BASE IN THE UK & OVERSEAS (70% EXPORT).
 800,000 TO 1,000,000 STERLING TURNOVER LAST 3 YEARS.

OVERSEAS OWNER WISHES TO DIVEST OF HIS SHARE HOLDING. PRINCIPALS ORLY, REPLYING ON HEADED NOTE PAPER, TO BOX 85392, PINANCIAL TIMES, ONE SOUTHWARK SHIDGE, LONDON SE1 9HL (NO AGENTS

OPPICES AT: LORDON - BRAINGRAM - BESSTOL - EDERGENCH - ELEKER - GLASCOW - DEWER LERIG - MANCHESTER - MERTON KEYTRES - NEWCASTLE - NOTHINGRAM - WHITESTER

FOR SALE

MANUFACTURING COMPANY

THE INK ON THE LAKE, GODALNENG Brisbane and Perth airports, the Australian Established Hotel with restaurant bar and conference/function room Government has announced its decision to sell a further 15 Federal airports. The Phase 2 airports comprise 10 Regular Public Transport (RPT) airports 21 en suite letting bedrooms, and planning consent for a further 15 en suite bedrooms. and five General Aviation (GA) airports. The RPT airports are located throughout Australia Extensive landscaped ground with gardens overlooking

in five States/Territories, baing Adelaide (SA), Alice Springs, Darwin and Tennant Creek (NT). Coolangatta, Mount isa and Townsville (OLD), Canberra (ACT) and Hobart and Launceston (TAS). The GA airports are located in four States, being

Archerfield (OLD), Essendon and Moorabbin (VIC), Jandakot (WA) and Parafield (SA). Preparation for the sale has commenced with the

Sale of

**Airports** 

Phase 2

Following the successful sale of Melbourne,

objective of seeking formal Expressions of Interest in

BZW is managing the sale process on behalf of the Government and has prepared a preliminary information booklet on the Phase 2 airports. To obtain a copy of this booklet send your postal address by facsimile or letter to: Mr Peter Brownie

Airports Team BZW SYDNEY NSW 1042 AUSTRALIA Facsimile: 61 2 9259 5477

BUSINESS **OPPORTUNITIES** 

SPORTS EQUIPMENT COMPANY

holding licence for recently retaunched brand possessing world-wide recognition seeks additional equity capital to upport rapidly increasing sales. Minimum additional finance of £200,000 required. Current tumover £120,000 per month with £3m possible in 1998.

For further information write to:

Clewley & Co.,

Sutta 30, Horsehay House,

Telford, TF4 3PY

LAKE GARDA NORTH ITALY

2000/sqm potential business for sale. Including Bar/Resmuram. p-coffee business, anart garden, parking area/ £1.900.000.00 Fax London 0181 864 6615

Close Paris Largest Chateau Hotel in France, 148 bedrooms. T/O 40 mill F/F. rice offers over 50 mill F/F Michael Pegg Tel/Fax: 01179 702345

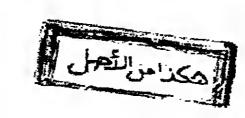
OPPORTUNITY A FAMILY OROUP OF BUSINESSES COMPRISING: 1004 seater Fast Food Fish & Chip Restaurant Flats Wine Bar Waterside to

Tel 01682 860680 or Fex 01652 86065 For further details. 40% NET RETURN from Gaordek Based Office Supplies. Our client is an office equipment and furniture supply business.

equipment and furnishe supply dupliess.

Net everage profit for last three years \$270,000 (average turnover £1,8m).

Large number of fact and copier agreements. Shares had of-shore. Others £700,000 plus stock at valuation. Details from Sparks & Co. Tet. 01293 \$47879.



As the jubilee approaches, the government must tackle the economic and political problems left by five difficult decades, say Mark Nicholson and Farhan Bokhari

### Courage needed to face the flaws

Pakistanis will feel Moslem League's February landslide victory even they colebrate they celebrate the golden jubilee of their country's creation this week. The moment offers occasion to reflect on five decades of econumic performance surpassing initial expectations. But from the country's politian average of 6 per cent growth over 50 years, though surpassing that of its sonth Asian peers, has also failed to improve a human development record now worse than les neighbours'.

SDAY AUGUST IN

HK legal challenge

By Jehn Ridding in Hong Kong

A legal challenge,

Kong's tough new ke child immigration ke mainland will go be

mainian was some territory's course month, legal official a The case, which a the means

one of the mon me proviews lading m

and instraction in the signature and legal chap-

Hong Kong's gow

Subject the territory to Cumbise Willes

month. However, b

ensilenging the w

tions: basis of the R

tion lews said the

seathe s challend:

legality of the tenter

eglature unul ile s

The immigration

have emerged as a syl-

care-i legislam.

When Hong Kong R

to Chinese soveres

mounts. Fro-demons

colonial Hong Kong

3 so been condent

The legislates

alread: survived s

ential legal chale.

the end of July den

Tal rount had not

Firm! Appeal rules

distantions the legals.

issembly size his

vetaritaried by a or

the Collisional People

. Free ine Chines,

New months ex-

Lat. 2) proved by 2

ing. 1450 moran b

in the feature of the feat

- 1 1/1 772018 FE.

- prelation of

... no Kong par

2 1 the

COUNTY OF THE PARTY OF THE PART

, and process to the

in in a Kirba autow i≟en nata a 1.1677077

் ் ு அமை

. . 157948 in 1965

ा<sub>र स</sub>्थास स्टब्स्

... J touless

"... affens met

Patricia and the fif

swije

for a test case for the b

e the replaced the elected

fampe. have condemned its:

iding the aroung where

James , july a constitution is

Thai

xoliu-

H be

nay ...

1.56.1.2

31514

 $0 \le i \le i$ 

Morror

7711 75

4 (1.7)

2004875

1211000

Many Pakistanls wili blame what has proved a decply flawed political sysrem: a constitutional democracy which has nevertheless spent half its existence under military rule and which, when under civil administration, has failed to dilute the power of a feucal ruling class.

Yet many still believe Pakistan can turn the corner. Voters this year returned a government with a majority hig enough to survive a five-year term, which would be a first since the end of General Zia-ul-Haq's military rule in 1989. What Mr Nawaz Sharif, the Moslem League prime minister, must now prove, is that he has the vision, courage and authority to make essential changes which were baulked at in the past,

In his first six months, Mr Sharif has moved on two fronts: to share up his own political position, and tobegin to initiate the reforms and secure the international buttressing necessary to res-. cue a floundering economy.

Pakistan People's Party to end the presidential prerogative which allowed the sacking of elected prime ministers (usually following a nod cally powerful military). Mr Sharif wielded his own twothirds parliamentary major-

ity to accomplish this. But the prime minister's most important chailenge, by his own admission, is reforming an economy which in the 18 months prior to June had slumped to a modern nadir. By the time Ms Bbutto's government was ousted late last year by presidential edict and replaced by a three-month interim administratiun, it had bequeathed foreign exchange reserves well below \$1bn, a fiscal deficit of 6 per cent of GDP and rising, and an overtaxed and contracting indus-

investment also plunged, from \$1.1hn in 1995-96 to just \$548m in 1996-97. To this was added a reputation for corruption which lcd Transparency International, the German research group, to list It the second most corrupt nation in the world, after Nigeria. Mr Sbarif, however,

trial sector. Foreign direct

expresses a determination to reverse these dire trends. "People know this government is moving in the right direction so this Itself is giving a lot of confidence to the people, especially to the investors," he says. The Karachi stock exchange He acted swiftly after the (KSE) index, at least, con- paying culture in the coun-

firms this having surged beyond 2,000 points in recent weeks, fed by reviving foreign portfolio investment.

The KSE remains, however, a fragile and erratic barometer. Of considerably more importance will be both the government's progress in meeting ambitious targets set in its June budget and, in turn, the broader and perbaps more exacting conditions reached last month of a \$1.6hn. three-year IMF programme. That Mr Sharif's government has concluded this agreement with the IMF is early progress, after last year's disastrous fall out between the IMF and Ms Bhutto's government.

Mr Sbarif and Mr Sartaj Aziz, the finance minister. have continued to apply a supply-sided attempt to reinvigorate Paklstan's economy, this time hoping the effort will not lead to the fiscal imbalances caused by similar policies in 1990.

ordered wide-ranging economic reforms, including some of the country's sharpest ever cuts in tax rates taking corporate taxes to just over 30 per cent and income tax top rates down to a Singaporean-style 20 per cent. The moves, strikingly simllar to those made in neighbouring India this year. ara designed to raise currently dismal levels of tax compliance, and thus government revenues, hy offering temptingly low rates. They involve risk, as Mr Sharif acknowledges, given that that there is 'no tax



Area: 798.095 sq km text. Jammy & Kashman Main towns & po Official languages: Urdu, English Others: Punjabi, Balochi, Pashtu 5,180.000 2,952,000 Currency: 1 Pakisteni rupeo (Rs) = 100 pasa Exchange rato: 1996 average 15 = Ro 36.0456 August 1 1997 15 = Rc 40 4795

elected for six years with one-third

four provinces elects 19 senators, the

Federal Capital Temtory and the tribal

Much the same can be said

about enforcing the repay-

worth of had loans on the

books of the country's ailing

state-run banks - which Mr

Sharif is simultaneously pro-

posing to reform, restructure

and, in some cases, privatise.

But such moves, too, will

require political courage.

During the past decade, sto-

ries of corrupt businessmen

who have enriched them-

selves through defaulting on

hank loans have been told.

Many of them are known to

have been patronised by rul-

Mr Sharif's unenviable

than challenging the

ing politicians.

do not comply."

Form of state: Foderated nordary system The executive: The president currently Faroog Leghan, is head o state, and is elected for a period of live years by a joint sitting of the

Provincial government: Pakistan has four provinces which enjoy gistature; lower house, the Nationa considerable autonomy: each Assembly, has 217 directly elected province has a governor and a mbers who serve for five years. o Council of Ministers headed by a whom ten represent minorities; uppor chief minister elected by a provincia se, the Squate, nos 87 members

Sources: Europa; EtU: Datastreem ICV, IMF, Retry, and we have to evolve up by punishing people who that culture.' The task is made all the more formidable by an

enduring political structure ment of millions of dollars of feudalism, in spite of his Since May, Mr Sharif has parliamentary majority and his strengthening of the prime ministerial position. Pakistan's political culture is still dominated by its big rural landowners, many of whom vigorously oppose reforms such as taxing agriculture. Mr Sbarif has moved to introduce such taxes but it remains too early to tell wbether he will succeed

Much hinges on the government's ability to improve tax administration. "They can double their revenues even with a 20 per cent rate," says Mr Mahbub ul-Haq, a former finance minister, "hut they have to back it

64.152 2,596.8 Real GDP growth (annual % change Manufacturing production (amus) % change 5.27 Agricultural production tennual % change Unemployment rate (%) 20.1 Money supply, M2 (annual % change Reserves excluding gold (\$m) 23.2 52.8 3,100

ing partne	rs (share of total trade to world, 1995)
7	US 9.3%
7,5%	Hong Kong 0.4%
€.9%	Germany 5.2%
6.8%	Japan 10.7%
6.5%	UK 4.7% imports
Uy-JØ18]	" Reutans; SIU and official estimates
	7.5°> 6.9% 6.3%

February 1997 and Newsz Shartl of elections due November 13, 1993 the PML (N) was elected prime esidential), February 2002 (Notice Main pol People's party (PPP); election on October 5 1993, the PPP. Pakistan Moslem League (Nawaz

backed by a coalition of small parties and independents, formed the Jamaat -- Islamı Uli: Mohajir Quami Movement (MQM); nazonal government with Benazon Bhutto as prime minister. Her 4wami National party (ANP); government was dismissed by M

National elections: Februar, 3.

between Sunni and Sbla

groups has exploded in his

economic agenda.

and, for the first time since

1971, to discuss the whole

ernment was appointed in

home state of Punjab. in the raft of bilateral issues. commercial capital of Kara-For Pakistan the compulchl, where the ethnic vlosion is in part budgetary. Almost a quarter of this lence of two years ago was year's budget wili go quelled brutally by Ms Bhutto's government, killtowards maintaining e large ings are again on the rise as defence force which Pakisfactions of the Mutabida tan says is necessary to Qauml Movement (MQM) defend itself. There are hints fight both among themselves and, they allege, against in Rawalpindi realises that Pakistan's many intelligence the country cannot indefi-"agencies". Mr Sbarif has nitely support such spendpromised unspecified action

to address law and order It remains too early to assess Mr Sharif's likely sucproblems, but these issues cess on these treacherous could detract from an already difficult political and political, economic and forelgn policy fronts, but he is On the foreign policy credited for at least making polltical task runs wider front, however, there are grounds for cautious optiinvestors remain cautious, entrenched privileges of his mism. For the first time in but there is some hope of a own political class. Recently, three years, Pakistan and real economic turnaround sectarian religious violence india have agreed to talks later next year. "Pakistan's

Fifty years of independence: Hope and pessimism are voiced in equal measure @ Economy: Developing

ametake

Tuesday August

65,415

2,648.0

3.1

478

11,5

6.2

5.34

5.3

17.4

л⁄a

21.9

57.6

6.2

3,370

4.8

481

4.8

S.3

6.3

a taxpaying culture Page 2

Politics: A nation caught between two poles Page 3

The software industry: Modifying euphoric projections Page 4

Banking: Taking tough action on bad debts Page 5

Human development: Making the worst of a bad situation Page 6

perception has improved in the eyes of investors and the fear that Pakistan will default on its international obligations is no longer there," says Mr Arif Hahib, president of the Karachi

stock exchange.

Desplte ali Pakistan's recent failings and failures, what people think shows that even the military élite some evidence of a hopeful country - one in which perhaps two-thirds of its 130m people are under 30 years of age. An annual international Gallup poll at the start of Pakistan's 50th year found 59 per cent of respondents saying they helieved 1997 would be a better year than 1996. That made Pakistan a beginning. Foreign direct the world's fifth most optimistic country. May that be a note the politicians catch as they hoist the jubilee

#### **PAKISTAN: 50 YEARS YOUNG,** AND MORE PROMISING THAN EVER

At the young age of 50, Pakistan looks more promising than ever, in the wake of recent economic revival the export sector has been revitalised with new supportive measures. And ambitious targets no more appear to be illusive. It is in this spirit that EPB is forging stronger links with the world and detning new markets to promote

Export Promotion Bureau

Suck-A Finance & Trado Centre, Shares Faisal, Karachi-75200, Pakistan Tel. (92-21) 9206467-90 [4 lines] Fax: (92-21) 9206483, 9206477, 9206478. E-mail: apb@epb.kar.erum.com.pk

Orient McCann-Erickson



....Because Pakistan offers one of the most conducive investment environments in the world, made even better by the launching of an ambitious and transparent privatisation process. All sectors of the economy - Finance, infrastructure, Communications, Energy & Industries - have been opened for investors. Pakistan celebrates fifty years of its glorious existence in 1997 and for the business world, the year will prove a milestone in a future of unprecedented growth and

Pakistan - a promise of prosperity



For further | Privatisation | Commission



FIFTY YEARS OF INDEPENDENCE • by Dr Maleeha Lodhi

### Belief in potential remains

On the eve of a milestone anniversary, hopes rest on a future of stability

On their country's 50tb hirthday, Pakistanis voice hope and pessimism in equal measures. The ambivalence reflects a half-century record of political failures. civil and military misrule, institutional decay and missed economic opportunities. But there is also recognizion of the nation's ability to survive against beavy exteroal and domestic odds. Public faith in leaders may be shaken, but belief in Pakistan's potential remains.

For all the gloom pervading Pakistan's noisy but cynical press, a recent opinion poll showed that nearly twothirds of Pakistanis foresaw a "better quality of life" for their children in the future. Pakistan remains a country with an inherently strong base for economic growtb, but where failures of governance burt its ability to develop rapidly and prosper.

Political instability has been endemic. In 50 years Pakistan has had 17 prime ministers, three military insurrections and eight presidents (or governors-generall. Five presidential dissolutions of parliament have occurred in the past nine years alone. Almost half of Pakistan's existence has been spent under military rule. The quest for a stable and viable political order has been frustratingly elusive.

The primacy of a strong executive over relatively weaker parliameotary and political forces is rooted in the circumstances surrounding the birth of Pakistan. In struggling to create a state structure in the bloody and chaotic environment of partition and during an early war with India over Kasbmir, the priority of the country's leaders was order, not democratic expression.

These considerations also led to the postponement of crucial reforms, Ideally, these should bave included utilising the colonial instru-

break the political and economic stranglehold of a feudal and political elite that dominated the country's polan obstacle to economic modernisation.

Postponed reforms also meant that the connection between the powerful civilmilitary bureaucracy and the ruling classes thwarted the country's democratic evolution. Pakistan managed to hold its first free and fair election only in 1970 - 23 years after its birth.

Tragedy also played a part. Pakistan's founder, Mr Mohammad Ali Jinnah died a year after independence. The mantle of this towering figure was inherited by a political lightweights. In the early years, their arguments produced bitter disputes about the nature of the new state.

The most traumatic failure came in 1971. The province of East Pakistan seceded amid bloody turmoil to become the independent state of Bangladesh. This led to a second war with India.

Military defeat in 1971 delivered democracy. But the country's first elected prime minister, Mr Zulfikar Ali Bbutto, attempted to bring in a socialist reform programme of sweeping nationalisation and concentration of power. This not only set back economic development but also degenerated into autocratic rule. The army again seized power and usbered in Pakistan's longest spell of military dictatorship under General Ziaul-Haq.

As president, General Zia left the most troublesome and enduring legacy. Many of the country's present day problems, including ethnic and sectarian violence and reduced state effectiveness to cope with threats to law and order, can be traced to General Zia's policies.

Added to this volatile mix was General Zla's transformation from virtual internanonal pariah into the leader of a "frontline" state by virSoviet occupation of neighbouring Afghanistan earned international applause and support. It also exposed the fall-out of the war: the proliferation of weapons, the spread of illegal drugs and the patronage of extremist groups, whose feryour to promote the "jihad" was not limited to expelling the Rus-

sians from Afghanistan. Pakistan today is still reelthe Afghan war, as well as General Zla's manipulative politics. His use of public sets to set up networks of

Investment is needed to sustain the previous pace of industrial development

venal dependency between politicians and state institutions not only spawned a pervasive system of patronage and corruption but also drained scarce public resources.

The 11 years of General

Zia's rule also represented an extraordinary missed economic opportunity. Just wben generous levels of western aid were forthcoming, inflows of remittances from overseas Pakistani workers were also peaking. Between 1975 and 1985 Pakistan received \$25bn in remittances. Failure to direct this into investment in productive sectors meant a unique set of fortuitous factors vielded no durable economic dividends. Lack of investment in the infrastructure in rapidly growing cities like Karachi sowed the seeds for crime, violence, and ethnic

The now chronic budgetary resource problem emerged in the 1990s as a serious threat to financial stability. Fiscal indiscipline was, however, not new, in earlier decades. Pakistan's

ments of control in serve the tue of his stance confronting cold war aillance with the needs of development, and Soviet communism. Pakis- west had provided hudget- serious macroeconomic instituting land reforms to tan's role in resisting the makers with the "luxury" of imbalances by undertaking financing deficits with foreign grants and loans.

This fiscal irresponsibility. obscured by the largesse industrial and agricultural ities for decades, acting as country to the dangerous received from cold war output will yield more reveallies, caught up with the country in 1985. That year tain that this supply side marked a sharp hreak in economic strategy will help Pakistan's budgetary history, with revenue no longer matching the government's current expenditure. For the next decade, successive governments borrowed heavily ing from the aftermath of to finance not only development spending but also consumption. Compelled by continuing tensions with India to maintain high military expenditure, Pakistan allocated as much as 40 per cent

and not due to official policy of budgetary resources to or action, encouraging the defence. in the process, a belief among most Pakishuge domestic and external tanis that less government is debt liability was created. the key to a better future. becoming the most pressing Endowed with considerable natural resources, an of Pakistan's current economic difficulties. enterprising people, fertile land and one of the largest In this setting of runaway deficits and a resource irrigation systems in the world, the country's GDP crunch, democracy was reborn after General Zia's growth has nutpaced population growth (high even by

death in an aeroplane crash in 1988. The return to an uncbarted democracy coincided with the end of the cold war and the resultant diminution of Pakistan's strategic value in the eyes of its allies. Compounding the adjustment was the suspension in 1990 of US military and economic aid on the grounds of Pakistan's continued pursuit of a nuclear capability to match India's.

Adjusting to new global realities while coping with the country's legacy of living beyond its means was not easy. For both Ms Benazir Bhutto, during her two stints in power, and Mr Nawaz Sharif, the current prime minister, a daunting challenge bas been to deal with the political consequences of undertaking austerity. Twice sacked under a constitutional amendment that gives the president the power to fire both parliament and prime minister. Ms Bhuttn's fall from public grace bad as much to do with her government's ineptitude as it did with the ongoing fiscal crisis.



Show of strength: a dress rehearsal for Pakistan's National Day

importance to this area. \$470 in 1996. Pakistan's real While the country's per capita income, measured in purchasing power parity dynamic private sector has acted as the engina of (PPP), is \$2,100, almost 75 growth, investment is per cent higher than India's. In many respects, Pakistan needed to sustain the previous pace of agricultural and is better positioned now tn move ahead with rapid ecoindustrial development. nomic development. If the cold war's end forced diffi-However, the key to realiscult adjustments, it also ing Pakistan's futura ecoopened new opportunities. Its situation next to the nomic potential is political stability, which has so far newly indepandent and

been elusive. The biggest threat to statral Asia means that Pakis-\$70 in the late 1950s to over tan could become of central bility could come, from the

unwillingness of the elite to share power and from the fiscal crisis fuelling an economic downturn. If the elite is also unable to stem the growing erosion of state authority, more lawlessness could ensue. In this potential Pakistan also requires an scenario, people may look end to financial imbalances. for salvation in more radical alternatives, based on reliDisq over

revo

Re ittories

重 经产品

13 IV. 25 10 44

4.3.

radii 🗆 🗆 .

明文はは

**∞** ( ± = =

Sterne.

2023

2522 CO.

AZ- fi

2382 Table 1

**E** 

<u>ರ್ಷಚಿತ್ರದ ಕರ್ನಿಸ್</u>ಕ

gizer in . .

The

(S)

E Tie

adding proti

Dr Maleeha Lodhi is the editor of The News and Pakistan's United States.

gion or regionalism.

**ECONOMY** • by Farhan Bokhari

### Sharif's fiscal gamble

In the context of a heavy debt burden, the prime minister's tax cuts look incongruous

economic development and

poverty reduction. Much of

this has occurred despite

south Asian standards). This

is shown in the rise in per

capita incomes, from under

Mr Nawaz Sbarif, the prime minister, is eager to defend some of Pakistan's sharpest cuts in both personal and corporate taxes this year. But his strategy of offering some of the largest tax breaks ever has also set the country upon one of the riskiest tracks adopted in its 50-year history.

Pakistan's economy has seldom before faced a more gloomy outlook. At the very start of the new financial year in July, many analysts were forecasting that the country would, for the first time, default on its \$39bn foreign deht by this coming

Unexpected but precions averted that crisis, but the a \$1.6bn medium-term loan, Keeping up with repayments on the country's domestic debt of Rs1000bn (\$23.81bn), is an added liability for Pakistan's cash-strapped

Servicing the hurden of during the current financial year (1997-98) is expected to absorb more than 40 per cent of budgetary expenditure. the largest proportion ever devoted to debt servicing.

An increasingly heavy debt burden has hardly been helped by meagre economic growth. Last year, (July-June) gross domestic product increased by just 3.1 per cent: in a country where annual population growth is at least 3 per cent, that effectively amounts to a stand-

Other economic indicators were also bad. Large-scale manufacturing contracted for the first time ever in 50 years, while agriculture which is the backbone of the economy and responsible for almost a quarter of GDP. grew only 0.7 per cent.

Pakistan's worsening international trade performance is among the most visible symbols of its economic malaise. The trade deficit for the year that ended in June hit a record high of \$3.37bn, up from \$3.1bn the previous year.

Yet the government has slashed personal taxes from a range of 10 - 35 per cent to one of 5 - 20 per cent and announced reductions of between 3 and 8 per cent in corporate tax rates. The measures have been accompanied by cuts in import tarits of up to 20 per cent, lowering the top rate to 45 per

The cuts are part of Mr Sharif's strategy to encourage more people to pay taxes. inadequate systems of collection and inspection mean that currently only one million Pakistanis - less than 1 per cent of the 130m population - are lax payers. In a Financial Times intervlew ahead of Pakistan's 50th anniversary. Mr Sharif said: "You keep on increasing the rate of taxes, and at the same time you are very harsh with tax payers. That doesn't solve the problem." The success of Mr Sharif's

effort in part depends on the country's cotton crop, at least until such a time that come its short-term debt the scene for the year ahead. the manufacturing sector grows to overtake agriculture. More than balf of Pakistan's exports still consist of cotton products.

resource-rich region of cen-

mainly textiles and related materials. in the past three years, successive crop failures have increased the price of cotton in the domestic market and eroded the profits of the textiles sector. Export growth has been slow, and both the international trade and current account deficits have swelled.

Many businessmen have acclaimed the tax cuts on the grounds that they will help to improve Pakistan's investment climate and restore battered confidence in the country. Mr Sharif's reforms are beginning to pay-off with help from the also been offered a number

Having won the approval of IMF's management, Mr Sharif is waiting for formal authorisation by the board's executive directors in Septemher. To many analysts, a favourable outcome is foreign and domestic deht already a foregone conclusion, especially in view of the strong endorsement by the fund's technical staff.

the fund's support to overrepayment crunch. With foreign banks taking the lead from an IMF programme and offering new credits to Pakistan, Mr Sbarif would then be abla to survive the tough year ahead,

He hopes to use snch a window of opportunity to cit of 5 per cent of GDP this. launch some of the biggest economic changes ever undertaken in Pakistan, including large-scale reform and privatisation of the public sector. Pakistani banks could be among the first to take the initiative later this month, when at least one of the three large public sector banks (Hablb, United and National) is expected to announce staff retrenchments and the closure of

Pakistani exporters have

IMF, which is in the process of incentives, including help from the IMF has of considering a request for promises that duty drawbacks claims, which in the need for wide-ranging due for dishursement over past remained unpaid for be refunded within 72 hours of processing exports orders. The government has also urged the central bank to lower borrowers' interest rates from the 22 - 25 per cent range. In just the first six weeks after this year a budget, the central bank lowered its repo (repurchase contract) rate by a total of results.

loss-making branches.

Pakistan desperately needs 1.5 per cent, in moves that Mr Sharif's plans are, bowever, riddled with a number of difficulties, most notably, the risk that government revenues will fall short of

expectations in spite of the

tax breaks. The IMF has

been promised a hudget defi-

year, dnwn from 6.1 per cent But many argue that large-scale tax evasion is a deep-rooted cultural problem in Pakistan, and it is unrealistic to expect an end to it

without tough action. Mr Zahid Zaheer, secretary general of the inflnential Overseas Chamber of Commerce and Industry (OCCI). which represents all foreign husinesses in Pakistan, says: "This is wishful thinking. The gamhle will not pay off. Pakistan will look silly in 12 months. The deficit will be higher; people will not pay

voluntarily." Mr Sharif, however, has embarking upon punitive measures of the kind that would enforce compliance. Instead, he says he is convinced that "the risk was very essential to boost the morale of the investors and taxpayers in the country."

He now has to wait to find out if his conviction yields

#### SALMAN SERVICES (PVT) LIMITED

Salman Services is a well-established leading brokerage house in Pakistan and a Corporate Member of the Karachi Stock Exchange (KSE).

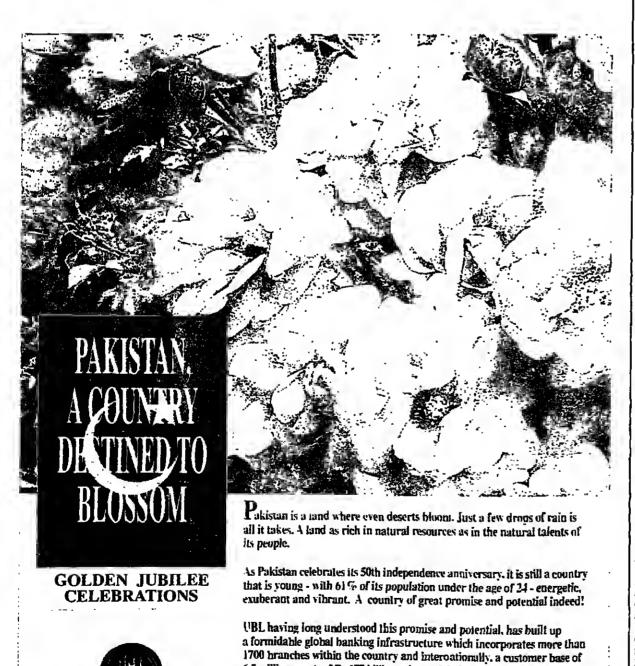
The company offers clients the following services: Stock Brokerage, Underwriting, Placement of Shares Corporate Portfolio Advice and Management, Corporate Finance, Financial Engineering and Company Florations

The free repatriation of capital, dividends, capital gains and an absence of restrictions on the size of foreign investment means that the KSE offers attractive investment opportunities for overseas funds and institutions.

Salman Services expects to play an important role in the country's growing capital and financial markets and would welcome enquiries from prospective international clients...

> HEAD OFFICE 8 HAMILTON COURT COMPLEX, MAIN CLIFTON ROAD, KARACHI 6 TELEPHONE: +92 21 587 3127, 586 2950 FACSIMILE: +92 21 587 3559

TRADING OFFICE **ROOM NO. 442.** KARACHI STOCK EXCHANGE BUILDING TELEPHONE +92 21 243 4474/5 FACSIMILE: +92 21 242 5570



LASER DOT

United Bank Limited

6.5 million, assets of Rs.177 billion, a large global network of correspondents.

UBL - Aiming for a self-sufficient economy & a self-reliant Pakistan.

Incorporated in Pakistan

POLITICS • by Farhan Bokhari

WESDAY AUGIST BY

....

1000 7

Air.

### Disquiet over 'silent revolution'

Critics say the government has the wrong set of priorities for tackling problems

Pakistan remains caught between two political poles as it prepares to celebrate 50 years of independence on August 14. Despite recent bopes for a consolidation of democracy, many Pakistanis demoralised.

Mr Nawaz Sharif, the prime minister and head of country's last military dictator, died in 1988. The PML, revolution." which came to power in Febopportunity to begin tough

effectiveness will ultimately tary rulers. depend, to a much larger all, reforming the battered Sbarif's and the country's strengthen Mr Sharif's hand.

During his first few ruled Pakistan for almost has lost no time in removing no signs that the generals some of the most notorions hottlenecks that led to the downfall of four elected governments during the past army staff, is widely known wings of the president condemned eighth constitutional amendment, which knowledge was was used to dissolve parliaments and sack elected

dissent within his own party through new legislation that has made it illegal for MPs to change political loyalties after heing elected. The change effectively puts an end to abuses in previous governments, when MPs from one party were bribed by another to change their

In a national speecb this year, Mr Sharif referred to his electoral victory and his can find reason to feel subsequent moves in this way: "The people of Pakistan merely change a government the ruling Pakistan Moslem but they took a historic and League (PML), has emerged fundamental decision of as the strongest leader since changing the entire system. General Zia-ul-Haq, the The mandate was not for a status quo hut for a silent

With the earlier presidenruary this year, controls tial pressure out of the way almost three-quarters of the and any potential revolt seats in parliament, giving within his own ranks conclu-Mr Sharif unprecedented sively curbed, Mr Sharif has strength and a historic now served notice on the country's powerful bureaucracy, which grew under the But the prime minister's tutelage of Pakistan's mili-

There are understood to be extent. on his ability to navi- plans to hire private busigate his way through the nessmen and professionals often uncertain world of to take charge of all public Pakistanl politics. Dealing sector enrporations by the with the fall-out from Pakis- end of this year, replacing tan's deepening ethnic divi- some of the most firmly slons and the effects of grow- entrenched bureaucrats. If ing lawlessness, and, above successful, that step alone would dilute the influence of (MQM), which once emerged economy, hold the key to Mr the hureaucracy and further

Although the military has

months in office, Mr Sharif half of its history, there are would consider taking the reins again. General Jebangir Karamat, the chief of the tening figure compared with military takeovers. The prime minister. that an attempted coup would almost certainly result in an



Civil unrest: flour shortages resulted in a number of clashes earlier this year

also curb military amhitions. Yet, Mr Sharif's parliamentary majority and the recent legislative changes alone are no certain guarantee for his success. Pakistan has become increasingly difficult to govern, especially as the divisions between its ethnically diverse groups continue to widen.

The most visible and perhans the bloodiest manifestation of this has been witnessed in the southern port city of Karachi where hundreds of people have died in clashes between the city's hard core Urdu-speaking militants and successive governments. A split within the Mutahida Qaumi Movement as the main representative of the Urdu speaking community, has proved especially difficult to control.

For Mr Sharif, dealing with the MQM has fast emerged as the toughest challenge facing his government. He has been advised hy some of his closest aides decade. He has clipped the to be a relatively unthrea- to order another crackdown, similar to the one under Ms through repealing the widely the men who led previous Benazir Bhutto, the former

But doing so would endanger the PML's ruling alliance in the province of Sindh, of international outcry should which Karachi is the capital. Dealing ruthlessly with the centration of power in their MQM could be especially own hands." troublesome: the movement is likely to become more poprecent

ular in subsequent elections. The failure to deal with the violence that bas once again led to a spate of killings this year bas cast a sbadow over the government's ability to rule the in the province of Punjah between militants belonging to the rival Shia and Sunni Moslem groups has added to popular anxieties.

Many critics charge that the continuing fighting reflects badly on Mr Sharif's own position through recent legislation. They say be should bave sought to Mr Imran Khan, the cricket improve security hy hegin- star, in this year's elections, ning tough reforms of the has only confirmed that, like judiciary and police. Furthermore, many also favour action that at least begins to mould of a two-party system. clampdown on the extensive availability of weapons com-

Mr Altaf Gauhar, a former segior civil servant and now a widely read Pakistani newspaper columnist, wrote recently: "The principal obsession of Pakistani rulers during the last 50 years has reduced on polling day to a heen accumulation and con- pressure group, at best.

Mr Gauhar criticised the constitutional changes as a move by Mr Sharif to strengthen his own position rather than tackle flaws in Pakistan's politics.

Many critics look upon the riots over escalating flour country peacefully. Killings prices, earlier this year, and more recently, the resistance to new taxes from farmers in the province of Puniah, as signs of potential unrest. But Pakistan bas yet to see the emergence of a third leader heyond Mr Sharif and Ms Bhutto, who would gain popmoves to consolidate his ularity and present the people with another choice.

The devastating defeat of other democracies, Pakistan has failed to break the For Mr Sharif the risk is

that his failure to begin ing in from neighbouring resolving some of the issues confronting ordinary Pakistanis will lead to disillusionment. At some point, that may give a political breathing space to Ms Bhutto. whose opposition Pakistan People's Party (PPP) was

**DEVELOPING INVESTMENT** • by Jeremy Grant

### Subtle new sources of foreign interest

provide a well of funds for buying into Pakistan's domestic market

When ANZ Bank arranged a \$300m floating rate note (FRN) for the government of Pakistan in March, fund managers say a small portion of it was snapped up by Hong Kong-based mainland Chinese investors.

And earlier this year, a cousin of the royal family in the United Arab Emirates spent \$40m on a 70 per cent stake in Habib Credit & Exchange Bank.

The two events were unrelated. But, taken together. they illustrate what some analysts are saving is a subtie shift in investment patterns in Pakistan,

The FRN marked the first had ever expressed an interest in Pakistani paper. And the purchase by the Al-Nahayan Group of the local hank signalled growing enthusiasm among Middle Eastern investors for Pakistan's privatisation process.

While this fresh interest does not represent a hig challeuge to the dominance of US and European portfelio investment in Pakistan, it will be of interest to Islamahad as it seeks to boost foreign exchange inflows.

"It is becoming evident day hy day that if Pakistan is not getting interest from

western investors the Chitheir cheque hooks when needed," says Mr Nasir Ali Shah Bukhari, chief executive officer of Karachi brokerage Khadim Ali Shali

Beijing has long maintained warm relations with Islamabad and, Mr Bukhari estimates, has spent about \$3hn in the past decade providing aid and soft loans for infrastructure development.

China has huilt power plants, including a nuclear facility, with another rumoured to be on the way. In addition. Beijing bas started offering Islamabad balance of payments support, as well as issuing guar-

antees for large-scale project financing. One symbol of Beijing's enduring strategic interest time that Chinese investors in Pakistan came last year. when China's visiting president, Mr Jiang Zemin, made a point of dropping by the huge Beijing-financed Heavy

Mechanical Complex at Taxila, just west of the capital. A trained engineer, be had spent a year or so there as a supervisor in the 1970s. The Chinese now appear

keen to broaden their ties. including making enquiries regarding the Karachi stock exchange. "They've had good political relations since the 1960s so now they want to translate that into economic henefit," says a senior Pakistani banker.

nese will come forward. also driving a push hy Mid-Also, Islamic countries dle Eastern states, often less always come forward with worried about political stahility than western inves-

Mr Nadhim Khan, associate director of institutional sales at SocGen Crosby in Eastern companies are perhaps the most aggressive in looking at taking up privatisation stakes. They probably know the politics better than anyone else so they're looking at the long term."

Analysts say Schön Bank and Allied Bank, soon to he auctioned, are being eyed hy investors from Saudi Arabia. According to Mr Samir Ahmad, head of sales and dealing at ING Barings. there is evidence that much of the interest from Middle Eastern companies is being driven hy a number of Pakistani uationals who are running them. "They have the contacts and the know-how,

be savs. While China's interest may still be partly underpinned by an enduring strategic be said for Paklstan's Islamic neighbours to the west, analysts say.

Ties of religious kinship play a smaller role than con-

cern for bottom-line profits. "Saudi and Abu Dhabi money is already bere and more will come. But it doesn't uecessarily come with a Koran attached," says one senior foreign oil industry executive.

Source FT Research

#### Middle Eastern investment in Pakistan Name Activity/ownership DMI Group (Saudi Arabia) Bought local Faysal Bank in 1994 mic Investment Co of the Gulf (portfolio investment) U-Baraka Group (Saudi Arabia) Al-Beraka Bank (foreign bank ficence) Owns stake in Paramount Leasing Saudi Arabia -Nahayan Group (UAE) Bought 70% stake in Habib Credit & Exchange in 1997 Al-Futtalm Group (UAE) Emirates International Bank Agro-business, tractor & truck assembly Flagship of royal family; operates & Pakistan branches Direct & portiolio investment Direct & portiolio investment Pak-Kuwait Investment Corr

The Islamic Republic sked us to raise

Proving once again we are the experts in emerging markets.

**ANZ**Investment Bank



ING Banngs has been serving the international investment community of Pakislan since 1992. In October 1995 we became the first foreign majority owned brokerage house to gain membership of the Karachi Stock Exchange and assisted in the formulation of the KSE 100 index. Our quality research covers 70% of the market capitalisation and as confirmed by Euromoney magazine, July 1997, ANG Burings provides the most consistent and level-headed research - entirely based on fundamentals. Dedicated sales teams in Karachi, New York, Hong Kong and London provide a valuable support function. The Euromoney

award for excellence is recognition of our achievements. For further information please contact Graham Willis tel: (9221) 561 (67079).

### Private money, public interest

The poor of west Karachi are being helped - without intervention from the government

The spectacular collapse of the Bank of Credit and Commerce International (BCCI) in 1991 stunned the world of depositors and stained the reputation of its largely infrastructure. Pakistani managers.

But in a curious footnote to the scandal, BCCI's legacy lives on – in a former Kara-

Money donated hy the former hank's charitable trust is still funding the Orangi Pilot Project (OPP), one of Pakistan's earliest and most successful urhan renewal The OPP has transformed

the lives of a million immigrants in Orangi township, a dusty warreo of lanes and low-rise dwellings on the city's western fringes.

It has also succeeded repeatedly failed.

Networks of informal "peoples' agencles" have filled the gap left by state institutions: Orangi's social and welfare services are almost entirely independently run.

Since its inception in 1980. the OPP has had a significant effect on the way multilateral agencies approach

receive grudging acceptance their own homes. from the government.

The OPP phllosophy is rooted in self-help. Poor communities are encouraged to pool resources to huild infrastructure and social services.

When Orangi started harhouring large numbers of refugees in the early 1970s mostly non-Bengalis from finance, ruined thousands of Bangladesh - the government failed to provide basic

Part of the problem was that the settlement was viewed as illegal and fell outside the scope of a city masterplan. Indifference, incompetence and political it had been done by official instability were also to

Settlers were thus forced to build their own. flimsy homes. There was neither fresh water nor sewage facilities. Filth flowed freely into the lanes that separated homes, and the incidence of fatal diseases was high.

Yet residents clung to the authorities would eventually do the right thing. "We told them: either you wait for the government and the people will keep on dying and your houses will collapse, or you mobilise yourselves," says Mr Anwar Rashid, OPP

The OPP set about creating work units consisting of the families living in one lane. People were taught to develop a sense of responsibility for the lanes, to treat

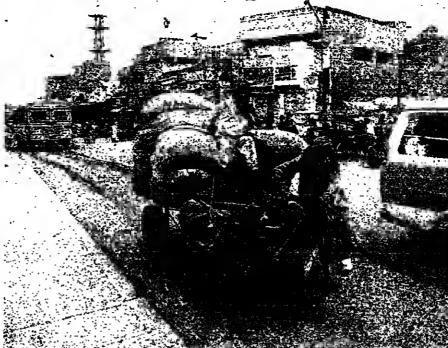
tan. It has also started to them as an extension of

"Lane managers" Went from house to house collecting funds for pipe-laying, for sanitation and for water projects and helping to arbitrate in disputes. A month'a salary - ahout \$25 - was enough to provide hasle infrastructure for each fam-

Mr Rashid estimates that families in Orangi have invested about \$1.75m of cent of homes have adequate access to water, sewerage and other hasic services. "If agencies, the cost would have heen seven to eight times higher.

Since 1987, the OPP has expanded into low-cost building schemes. These are run hy "dalals", private entrepreneurs who, as an OPP hrochure puts it. "have learned the art of collaborating with and manipulating our greedy politicians and hureaucrats". Effectively, they bave become the local housing authority.

Family planning, bealthcare and loans for small businesses are also part of the OPP's expanded programme. At the Javaria Clinic and Maternity Home, women dressed in traditional wraps queue patiently for advice and treatment. A doctor dispenses young ceptives that have only been



available for the past 12 ethnic-hased Mutahida months in this part of Qaumi Movement (MQM), Orangi, largely thanks to OPP funding.

Not far down the road, carts piled with over-ripe bananas hake in the sun. A young hihari man called Zafar supervises two employees tailoring material to be made into T-shirts. He says he is on his third OPP loan and could never have started the business without finan-

all the more remarkable for avoid alienating tha MQM baving taken place in a and its supporters by careneighbourhood that is just fully maintaining a non-paras much a hyword for violence and political revenge built any parallel authority as it is for social deprivation. and bave sometimes drafted

whose campaign for Mohaiir rights often erupts into vioment Programme. lence on the streets of Karachi, disrupting business and

closing the stock market. About a third of the population is Mohajir. MQM graffiti is scrawled on many huildings and shop fronts, often accompanied by the stencilled image of its exiled leader, Mr Altaf Hussain.

One local journalist says The OPP's achievement is the OPP has managed to tisan line, "They've never Orangi is a hase for the in MQM people to advise."

The OPP started as a BCCI initiative but is now funded

retained OPP staff as advisers on its projects. "This is the message to development agencies: if the people are not considered as an equal partner, you cannot go

ahead," says Mr Rashid. when it comes to government efforts, "in principle, they've accepted our ideas But governments keep collapsing. Show me the gov-

into the league of other

centres to develop local

Ahmed, would be

offshore software centres

Most vital, suggests Mr

software engineering skills.

"Pakistan has perhaps 150

to 200 people who are in the

market with export-level

skills. That certainly isn't

sufficient," he says. "Unless

some practical programme

for training is put together,

In the event, CresSoft is

developing as a US rather

than a Pakistani company.

says Mr Ahmed, would be

An eventual public offering,

the government's rhetoric

alone is not going to

achieve anything."

from five sources, including the United Nations Develop elsewhere and the Asian Development Bank has

But he is less charitable

KARACHI • by Farhan Bokhari

### Stability on a knife edge

Violence in the business capital is one of the government's

biggest problems

Almost a decade of political turnoil has taken its toll on Karachi, where private security has become one of the fastest growing ventures. industry has stagnated and husiness growth has suf-

Karachi'a image as a violent city - more than 200 people have been killed in armed attacks there this vear alone - deters international travellers. For Mr Nawaz Sharif, the

prime minister, the atakes are high. His hopes of witnessing a substantial growth in tax revenues on the back of genarous new inward investment could easily be jeopardised if lawlessness in e country's business capicontinues unabated. Mr Sharif acknowledges that the violence in Karachi is a problem and promises effective hut unspecified mea-

Businessmen such as Mr Mian Muhammad Mansha, president of the private Muslim Commercial Bank, estimate that almost a quarter of the government's revenues rely upon peaceful conditions in the city, which is Pakistan's most vital seaport and the site of many corporate headquarters. Mr Mansha says: "Resolving tha situation in Karachi is one of the hasic prerequisites for the success of economic

At the heart of the latest cycle of violence is a bloody split within Karachi's largest political group, the MQM. The group has just formally changed its name from Mohatir Qaumi Movement (immigrants' national movement) to Mutabida Qaumi Movement (joint national movement).

Its leader in exile, the London-based Mr Altaf Hussain, is seeking to widen the appeal of the MQM, currently perceived as only representing Karachi's Urdu speakers.

rights such as apecial job quotas for its memhers. Some of its followers are for help. armed militants, able to attack opponents across the Karachi will remain a vital city. The movement's rise is partly a reflection of Pakistan's worsening economic Party) has its roots deep in conditions and the breakdown of its local political institutions.

Senior officials say that many of those involved in the violence are educated youths, who have turned to crime after failing to gat jobs. Repercussions of the 18year long conflict in neighbouring Afghanistan are also a factor: Pakistan has

hecome awash with weap- a comeback.

Kalashnikov rifles, which have freely crossed the border as a result of the war. Part of the problem has been the absence of the local municipal corporation, dissolved almost five years ago

whan the government in Islamabad came to feel threatened by the MOM's strength in the local government. Mr Ikram Sehgal, a Karachi husinessman and the need for immediate restoration of an elected local government. "Instead of leadership from the grassroots going to 15-year elds carrying guns, it should be given back to the people," he

Time is running out for Mr Sharif if he wants his recent reforms to deliver results in tha next 12 months. However, his room for manoeuvre has been constrained by the fact that his party, the Pakistan Moslem League (PML), rules the province of Sindh, of which Karachi isthe capital in coalition with

Tough measures to curh the unrest only promise to strain or even break the alliance, and eventually to lead to the provincial government's downfall. The prime minister also has the option of dissolving the provincial government himself and taking the province under the direct rule of his federal government in Islamabad. That may help to stabilise the situstion in the short term, but is bound to enable the MOM to score more points with the public and, therefore, to increase its chances of winning with a larger majority

at the next elections. Also damaging for Mr Sharif is the emerging recognition of the track record of Ms Benazir Bhutto, the opposition leader. While prime minister. Ms Bhutto orchestrated a large-scale security crackdown that brought a temporary calm to the city.

a bad de

committee :

maasa....

300 C

3= (; ...

E .....

D. B.

277

12

2.72

₹ ti: ; :::

≱e cono. . . .

all for the

Some critics have gone as far as suggesting that Major General Nasirullah Bahar, the former interior minister in the Bhutto government, who led the crackdown, should be bired by Mr Sharif The movement has fought as a special consultant on successive Pakistani govern- Karachi. In reality, of ments during the past course, that is unlikely to-decade, demanding more happen: the government. would be conceding defeat if it turned to the opposition -

> For Mr Sharif, handling test. Ms Bhutto's opposition PPP (Pakiatan People's the province of Sindh. Many analysis say that Sindh will eventually become the axle on which Ms Bhutto will begin to revive her nattered political fortunes. Reports of the political death of the opposition leader have been premature before: events in Karachi may set the course for her to prove once again that she is capable of staging

### Realism quashes euphoric projections

There has been excited talk in Pakistan over prospects for its nascent computer software industry. Some government officials suggest tha sector might, hy 2000, have eclipsed cotton exports as Pakistan's higgest foreign exchange earner, Euphoric projections of exports reaching \$700m to \$800m early next century are bandied about in the press.

None of this impresses the country's higgest software group, CresSoft, a subsidiary of the \$1bn-turnover Crescen Group which is one of Pakistan's biggest diversified companies There needs to be some

realisation at the top that big numbers can't be achieved just hy fast talking," says Mr Waqar Ahmed, CresSoft'a Colorado-based president "Some officials seem persuaded that Pakistan already manages exports of

The true figure - an estimate in the absence of good industry figures - is smaller. The Pakistan Software Houses Association (Pasha) says the sector last year turned over \$40m, with exports perhaps worth \$25m. Even that, ggests Mr Homayun Mazhar, chairman and managing director, is optimistic, "To our knowledge, we are about the only major exporter of any size," he says.

CresSoft is the higgest exporting software house hy far. Last year it turned over \$7m, almost all earned in the US market, and claim to average a profit margin of 30 to 35 per cent. This year the company expects turnover to reach \$10m. rising to perhaps \$20m in

three years. But this, says Mr Ahmed, is based on an aggressive business plan which foresees CresSoft maturing from a growing base in the US market as a provider of offsbore software services into a seller of its own

With 285 software

in Dublin or Bangalore from the target market.

licensed products.

been able to chase the export market from its inception five years ago, rather than evolving as an exporter baving begun hy servicing the local market.

professionals, CresSoft has

The company started, says Mr Ahmed, by examining the problems of other overseas service providers, mostly those from India, Israel and Ireland. He says CresSoft identified weaknesses in their approaches: one was the trend to manage companies from home ba often thousands of miles

Thus CresSoft from the outset established a base office in the US, where it is now registered as a Class 2 corporation. With 35 staff operating from an office in Colorado, Mr Ahmed says CresSoft is now "run and managed from the US".

The group also sought to recruit as many highly-qualified, US-trained Pakistanis as it could find. It now has 15 PhD-qualified

marking a breakthrough for a boost to pitch Pakistan engineers on its books and almost 40 more US-educated post-graduates. CresSoft has also relied

heavily on the financial muscle of its parent. to establish Its US infrastructure. It is an advantage few of CresSoft's smaller Pakistani peers share, given the lack of any venture capital industry in Pakistan, or means in general for small software houses to raise either start-up or working capital from commercial banks.

concentrated entirely on the US market, securing a first contract in the early 1990s with American Airlines to set un crew management software. A flush of further contracts followed, notahly a deal worth around \$7m with Time Warner, the media group, to help establish a customer-care system for its cable telephone venture with US-West, the telecoms operator - a deal widely

regarded in Pakistan as

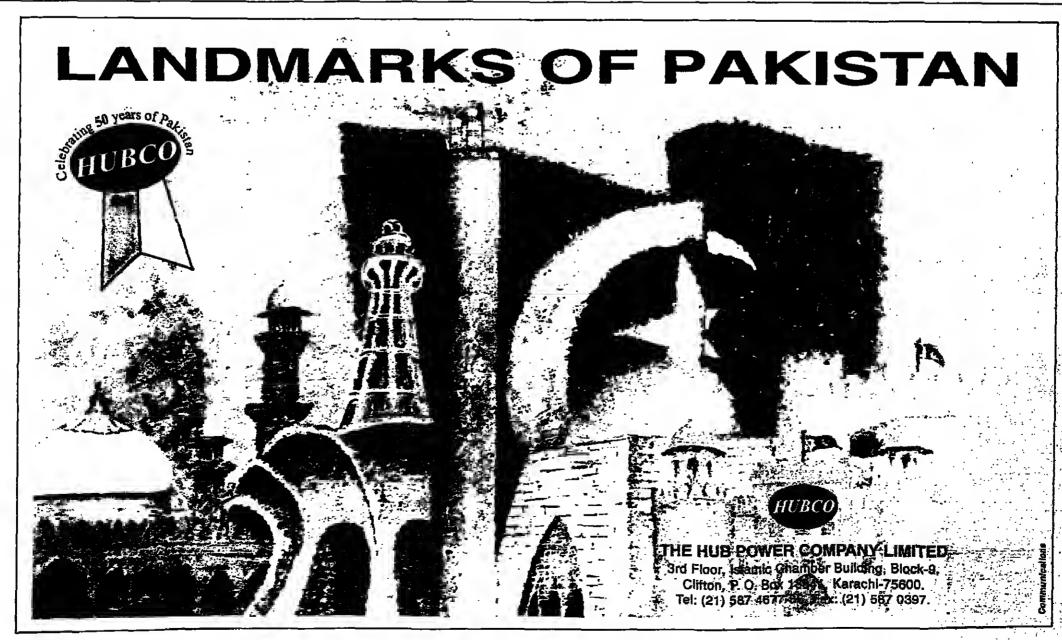
its software industry. CresSoft is now aiming to develop some of the software applications It has developed through servicing government support for clients into proprietary products. It has already

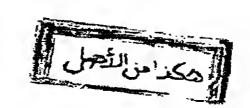
taken exclusive marketing rights on a crew training and allocation system it has been developing for NorthWest Airlines. The company is also planning to set up a dedicated marketing team - having started its marketing efforts largely by cold-calling contacts among Pakistani expatriates in the US.

The company's executives are critical of the government's real, rather than rhetorical, support for the industry. The government has in the past few months announced a series of incentives for software exporters. including daty cuts for hardware and software and new vehicles for export financing. But such moves are seen as insufficient to give the industry enough of

more likely in the US than on the Karachi bourse. "We're very quickly moving In that direction, of being a US company," he says. That shouldn't be happening, hnt you have to fight every single step of the way here."

Mark Nicholson





DESDAY AUGUST 121%

A STATE OF THE STA MS Comment of the second of th the local section of the local of the state of th of the Treba Section 1 20 20 The Paris and States W L 14 COLD 10 15-16 u tha Tte Tre-Park the state of the state of

Street Street te pace Wash of the state SASSIENT (P. C.) 100 The state of the s S COL in the अस्ते अन that the transfer of the Cathon 1 18 3 % ಕಟ್ಟು: \$ 1500 AL PRES lansha. - San wedaling F 3 1 QUATE TOURS OF HERE Tru you 2- - TIE-TI SATER EN

in and the street way

· Aller the post

1 - 0 - 11 (DE # 12)

43

-74644 7

· \*\*\* (2.54)

1.012.72

. . ,<u>us</u> å .... 4.

120 77

1.00

With the second street with the second secon PH SHAN Unit . . . COTO : Her ! . G 134 TE \$ 100 miles 2 ... A ... 44

4 200 1-: 200 22.4 \*\*\*\*\*\*

N. Carre

PAKISTAN

RELATIONS WITH INDIA . by Mark Nicholson

### An opportunity to end the deadlock

Two leaders find different motives for calling talks to attempt reconciliation

Fifty years after partition, and following three wars one which severed West Pakistan from what is now Bangladesh and two over the still disputed territory of Jammu and Kashmir - India and Pakistan have embarked on another attempt at diplomatic reconciliation.

The top foreign office bureaucrats from both sides time in decades a warming "peace process" between the two chilly neighbours.

They will discuss eight areas of contention, including trade, visa restrictions, drug trafficking, terrorism, the demilitarisation of certain "hot" border areas and. most notably, the status of Kashmir - an inclusion hailed in Islamabad as a dip- Male, in the margins of a lomatic victory given India's regional summit, between previous reluctance to the prime ministers, Mr address Pakistan's "core Nawaz Sharif and Mr I.K. issue" with its neighbour.

But after decades of mistrust, a tradition of bellicose rhetoric, mutual accusations that each country's intelligence services are fomenting unrest bebind the other's borders, and all against the strategy of India's prime dark menace of both nations'

remains. "The fact talks are happening is good," says a western diplomat. "But they will be slow and difficult."

It is, after all, 26 years since Mrs Indira Gandhi and Mr Zulfikar Ali Bhutto met in the Indian hill station of Simla, in the aftermath of West Pakistan's heavy defeat at Indian hands in Bangladesh, and signed a treaty committing both sides to negotiating all outstanding bilateral disputes. The few peace overlures since, though, have fizzled ont and died. This latest initiative, will meet next month in perhaps the most serious New Delhi to begin what since Simla, comes after could represent for the first three frosty years without any official bilateral discus-

> Both sides claim credit for initiating these fresb overtures, which began earlier this year with a foreign secretary-level summit in March. A later meeting of foreign ministers in Delhi was then followed by talks in the Maldivian capital, Gujral - the two Punjabiborn politicians reportedly discovering a cordial and

sion at all.

workable chemistry. From Delbi's vantage point, the detente is fruit of the "Guiral doctrine", the minister - who also retains

grammes, uncertainty seeking to improve regional thereafter. relations by acknowledging India's status as the regional power, and thus being prepared to offer greater conces-

> In Pakistan, meanwhile, Sharif, who placed improved relations with India high on the agenda during his successful election campaign in

nomic, while that for Mr wants a seat as a permanent

Gujral is primarily political. February this year, and the economy is in trouble," nations. It can't do that enduring "process" has led by the Hindu nationalist

But, for many observers, ers. "This is the real issue, and while suppressing atmosphere of a dialogue to inclined to a concessionary who began the initiative is He realises that unless there less important than the fact is some detente between that both leaders simulta- India and Pakistan the milisions to its neighbours than neously saw compelling reatary burden will be very sons to break a sterile rela- beavy, and indeed beavier deliver "a process rather tionship which bad on Pakistan. The country the breakthrough has been descended into ritualistic pays three times per capita seen primarily as arising rhetoric and recrimination. for defence what India pays. from the initiative of Mr In many minds, the compul- India, meanwhile, wants a sion for Mr Sharif is eco- role on the world stage. It

member of the UN, and to

borders.

buman rights in Kashmir." The question now. bow-

ever, is whether the mutual phrased his response in a pected in Islamabad. Such desire to reopen talks will than an eveni", in the words his doubt must be over the of Mr Gujral, and whether political longevity of Mr such a process can provide more than token gestures of increasingly fractured goodwill. On both counts United Front government there is cause for caution.

Both leaders tread warily

recent interview. And perhaps the greatest reason for Gujral, whose fractious and

may not last much longer. Fresb Indian elections "Sharif has realised that join the league of big when asked whether an could deliver a government

nuclear and missile pro- the foreign portfolio - of acted to start talks swiftly says a former Pakistani min- while engaged in a terrible indeed begun. Each suggests Bharativa Janata Party. The ister in touch with both lead- dispute with its neighbour it remains early days. "The BJP is far less politically resolve our differences bas mood towards Pakistan, and set in." is bow Mr Sbarif is accordingly deeply susuncertainties are liable to stall much early progress in the bilateral talks.

As to whether firm agreements can be concluded. bere too there is doubt. Both sides' positions on Kashmir remain intractable.

Pakistan, championing the right to "self-determination" of the majorily Moslem community in the Kashmir valley, insists the Indian troops must withdraw from the disputed territory under indian jurisdiction and then accede to a 50-year-old UN call for a plebiscite among Kashmiris as to whether they wish to accede to India or Pakistan. India adamantly opposes both suggestions, insisting instead that Pakistan cease the alleged backing of a Kashmiri insurgency which has led to 20,000 deaths since the early 1990s.

The question, therefore is whether either side could countenance concluding deals in other areas without any "solution" baving been found to the Kashmir issue. This, too, remains unclear. "We want progress on everything simultaneously," says Mr Sharif. "Whether we want progress on trade or on other issues, at the same time we want progress on

#### Resisting free trade with 'restrictive' India

Pakistan would be a "net loser" if trade with India were to be liberalised as a result of warmer relations between the two mutually suspicious neighbours, says Mr Mohammed Ishaq Dar, Pakistan's

commerce minister. Mr Dar's remarks suggest that Islamabad would find economic grounds to resist expanding its currently limited trade with India. even if bilateral talks made such liberalisation more politically palatable.

"Right now, if you just opened up everything, our industry would be hit very badly," says Mr Dar. 'They would just dump goods and we don't at the moment have an anti-dumping law,"

Direct trade between south Asia's biggest neighbours is negligible just over \$100m worth of goods

officially crossed India's borders with Pakistan in 1996.

Unofficial trade, largely smuggled kitcheu goods, tyres, cotton items, medicines, cosmetics and other goods is believed to be much larger. perbans worth \$1bn or more. Most of such trade comes indirectly by way of Dubai.

Both countries have made a certain number of gestures to increase bilateral trade, mostly in line with the limited free trade measures undertaken by the seven-nation South Asian Association for Regional Co-operation, the regional forum which espouses the eventual hope of creating a free trade area encompassing India, Pakistan Bangladesb, Nepal, Sri Lanka, Bhutan and the Maldives. In this year's trade policy,

Pakistan permitted the import from India of an additional 14 items. Including cotton goods and tyres. taking to 600 the number of goods it will allow formally to cross its

But while India has granted Pakistan Most Favoured Nation (MFN) status, Pakistan bas not reciprocated. Neither will it, says Mr Dar, until India more generally frees its present import restrictions. notably its ban on the import of most consumer goods - a restriction which recently led the US and other trade partners to invoke disputes procedures against India at the World Trade Organisation.

"Pakistan has only 40 items on its reserved list, while India bas 2,700." says Mr Dar. "With such a buge restricted list, how can we offer

Mr Dar says that with India likely to retain the bulk of import restrictions for the next two or three years, the country's aiready more developed manufacturing and exporting industries would pose an even greater threat to Pakistan's limited - and currently contracting industrial base. Mr Dar's view, widely sbared

among Pakistani businessmen, augurs poorly for any swift removal of the current trade barriers. whatever the political progress in bilateral talks.

"We have to be more careful now in dealing with India. India is very possessive and restrictive of its industry. As of today, we would be the net loser in any liberalisation of trade," be says.

Mark Nicholson

BANKING • by Jeremy Grant

### Sure steps on the road to reform

Tougher action on bad debts and commitment to privatisation bode well for the banks

Pakistan's banks have spent much of the past two decades digging themselves deeper into debt.

Nationalisation in the early 1970s bred a dangerous culture of politically inspired lending. Successive governments turned a blind eye while the number of bank branches soared and legions of staff were hired, regardless of cost and efficiency.

ING Barings estimates that the country's three big, state-owned banks - Habib Bank, National Bank of Pakistan and United Bank Ltd (UBL) - are overstaffed by 50 per cent.

But the party is over. Pakistan's post-Bbntto caretaker government initiated reforms to which the current government of Mr Nawaz Sharif has given additional momentum.

There is now optimism albeit guarded - that this spells the dawn of a new era in Pakistani banking. marked by commercial rigour, downsizing and responsible lending.

cover the budget deficit. "I think this government

has realised you have to take care of banking reforms and . abad. once you do that the ripple effect Is felt elsewhere in the economy," says Mr Kamran Faridi, managing director of Citicorp Investment Bank (Pakistan).

The first significant step was the passage in May of a 30,000 superfluous staff. law granting autonomy to it with limiting the expansion of credit to federal and provincial governments.

The State Bank governor Mr Muhammad Yaqub has started to use this independence to bring about far-reaching changes. The bank has begun to issue quarterly reports on the economy which are submitted to MPs in Islamabad. The first report, which came out this summer, urged fiscal restraint on government

All key appointments in the banking sector are now made in consultation with the State Bank.

In a dramatic departure from previous practice, bureaucrats at the top of the three state-owned banks bave been replaced by private sector bankers - two from Citibank and another from Bank of America.

The initiative reflects Mr That will be an aid to solv. Sharif's drive to bring priing the country's other eco- vate sector expertise into the nomic woes, particularly reform process. "He's not given the government's his-torically heavy dependence He's seen that this requires on the banking sector to more than business as down in the courts for

usual," says Ms Fatma Shah, senior financial analyst at HSBC James Capel in Islam-

Mr Shaukat Tarin, a former Citibank executive wbo now heads Habib Bank, has begun to bave an impact. Foreign bankers say be is finalising plans to shed some of the bank's estimated

there have also been serious attempts to address treatment of non-performing assets and inefficiencies at the public sector banks. Mr Yaqub earlier this year

announced an incentive package for loan defaulters to reach settlement with banks voluntarily. The move is being seen as the first serious attempt to tackle the sector's estimated Rs130bn in bad debts. Under a new statute

passed in June, Pakistan's argely toothless banking tribunals are to be strengthened and more tribunals are to be created to ensure more rapid recovery of defaulted

Banks now have easier access to mortgaged property and the law has eliminated most of the technical barriers that previously delayed asset recovery proceedings. "In the previous system, people would joke that whenever a bank went to court for recovery the defaulter would go on holiday because be knew the process would be bogged

Foreign banks Foreign Private listed Privatised Nationalised commercia Private un-listed

As part of the reforms, years," says Mr Muhammad actually pay up. The bank-Azimuddin, vice president of global finance at Citibank.

Sources, ING Barright, State Barri, of Paloptan

there are still formidable burdles. Privatisation is arguably the most important reforms, and progress on selling off the top three state-owned banks is one condition for further World Bank and IMF funding.

A positive signal was sent earlier this year with the sale of 70 per cent of Habib Credit and Exchange Bank (HCEB) - a unit of Habib Bank - to a group controlled by the royal family of the United Arab Emirates.

But Mr Sbarif and the World Bank have set highly ambitious timetables for auctioning other banks. Under a special bank structural adjustment Ioan being worked on with the World Bank, Habib Bank is to be divested by early next year. with UBL following in June 1998 and the National Bank by December 1998.

"It's unrealistic. I don't think these reforms are a matter of 18 months." says Ms Shah.

Some say the Bank and the government bave underestimated the extent of the problems caused by loan defaults at the three banks and that more time is needed for valuation. "To sell some of those companies early you're not going to get that much of a price because of their debt," says Mr Nik Cherrill, chief executive of Hongkong Bank.

is whether defaulters will

staffed. One Karachi stockbroker draws a parallel with Islamabad's chronic inability to collect taxes: "They have to throw a few people in jail plank of Mr Sharif's banking for not paying. You've given the carrot, now you've got to use the stick."

Commentators bave said that moves to make banks more revenue-driven must be balanced by the need to encourage deposits. Paklstan's savings rate is, at 13-14 per cent, among the lowest in the world.

Some recent steps have been criticised. Habib Bank has introduced a minimum deposit of Rs1,000 for ordinary depositors, who for decades bave been able to open a current account with a mere Rs5.

The bank also said it would levy a Rs150 charge on account-bolders whose balance fell below the minimum. "It amounts to scaring away people from banks, the Dawn newspaper said in a recent editorial. "Does it mean the banks have been permitted to totally abandon their social function of inculcating the bablts of savings and banking?"

Bank managers will also still have to tread carefully to avoid any union backlash But foreign bankers give Mr Sbarif credit for taking what previously would bave been seen as politically unthink able steps. According to Mr Graham

Willis, country manager for ING Barings: "They've just Another cause for concern started what they should have done a long time ago."

#### **Interest low in Islamic banks**

Recently, a Moslem Pakistani woman married to an Indian wrote a letter to a national daily newspaper asking for advice. In order to visit his relatives across the border. the law said she needed a passport. And that required ber to do something most un-Islamic: bave ber photo

The editor replied by telling her she had no choice but to submit to the photograph in the knowledge that it was a sin. All she could do in the meantime was pray to Allah for forgiveness.

Such dilemmas are common in modern Pakistan, which was founded as an Islamic state 50 years ago but which has adopted many aspects of western legal systems and

business culture. Nowhere is that more apparent than in the country's ambivalent embrace of Islamic banking.

Islam says that anyone entering into a business transaction should be doing it for reasons of virtue and social benefit. The concept of interest - the mainstay of western banking - is prohibited because It fails

to satisfy those criteria. Pakistan is in theory supposed to have been moving towards a fully-fledged Islamic system since 1984, when the idea was introduced by the then military regime.

But that bas not happened. Western banking practices are so entrenched that it bas not taken root. Only two local banks offer truly Islamic banking services.

Although interest is banned, most banks including foreign banks bave dodged the issue by renaming it 'mark-up''.

We are still not truly following an Islamic mode of banking. There's always been this question. I think the mullahs [religious academics lare saying legally it's okay, but it doesn't fit in with the principles of Islam," says Mr Gohar Butt, manager of planning at ANZ Bank in

Karachi. As the conceptual debate continues, depositors, too, are taking a pragmatic

approach. Bankers say most Pakistanis prefer to receive interest on their deposits. About 80 per cent of

domestic deposits are denominated in foreign currencies, which allow interest payments, and the rest in rupees, which do not.

Nevertheless, there are those who still believe that Islamic banking's time has come.

Mr Ahmed Shuja Kidwai, Karachi branch manager of Al-baraka Islamic Investment Bank, claims that Islamic financing mechanisms offer more transparency and accountability than western practices, attributes that would belp reduce currently high levels of corruption. "For every lending there will be a justification and a purpose," be says.

But Dr Ashfaq Hussain Kadri, an economist at the Islamic Chamber of Commerce and Industry in Karachi, says that the subtle contradictions in Pakistan's banking system will remain for some time: "I don't think in the next

few years it's [Islamicisation] going to happen. The roots of the British banking system are very strong."

and renew the pledge to

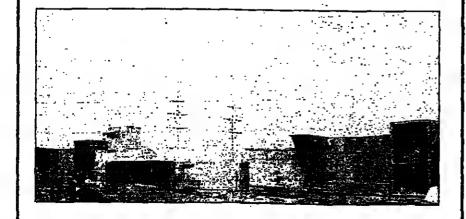
continue strengthening the trade and cultural

ties between United

Jeremy Grant

### M: dlands

Successful Developers of Independent Power Projects Worldwide. In Pakistan, the 586 MW Uch Power Station, now under construction and on schedule to be on-line in 1998.



The largest gas-fired IPP in Pakistan and the first to utilise indigenous fuel.

Midlands Power International Mucklow Hill, Halesowen, West Midlands, B62 8BP, UK. Tel +44 (0) 121 423 2345 Fax +44 (0) 121 422 0261

MOORE STEPHENS SYEDAIN

With the resources of an international accounting and consulting network and our understanding of how Pakistani businesses work, we are uniquely placed to service your needs.

Talk to Syed Syedain or Paul Nevill Tel: 0171 334 9191 Fax: 0171 248 3408

St. Paul's House, Warwick Lane, London EC4P 4BN



INDEPENDENCE DAY

Habib Bank Limited

Head Office: Habib Bank Plaza, Karachi-75650, Pakistan, Telex: 20086 HBANK PK. Telephone: 2418000 (35 lines), Fax: 021-2414191

u. K. Regional Office : Granite House, 97 Canon Street, London. EC 4N SAD. Telex: 385565 B HA8IB G Telephone: (071) 621-9875 (10 lines) Fax: 071-623-8073. Branches & Offices in Far East, Pacific, Middle East, U.K., Europe, U.S.A., Africa & Australia

### The record remains a dismal blot

Continued élitism than half of Pakistan's elected MPs - has directed has negated economic gains and the poverty rate is growing

Since its creation, Pakistan bas consistently outperregion. Output has clipped along at a respectable averperson rose 231 per cent between 1970 and 1993 and. at \$430 a year, is now 75 per cent higher than in nelghbouring India.

These statistics make all the more dismal Pakistan's record on buman development. Poverty, some recent evideoce suggests, has actually been increasing.

Research published last year by Mr Shahid Javed Burki, the World Bank director who was finance minister in Pakistan's recent interim government, found that while the proportion of absolute poor in Pakistan those living on less than \$1 a day in terms of purchasing parity - fell between 1980 and 1990 from 38 per cent to 20 per cent, the figure has since risen towards 30 per cent. By this calculation, 39m of Pakistan's 130m

people qualify as poor. The reasons, Mr Burkl suggested, were structural. Pakistan's annual population growth of more than 3 per cent - which itself has risen in the 1990s - negated much of the growth in ecocomic output. More fundamentally, Pakistan's traditional – and stubbornly entrenched - political and social structures were

skewed against the poorest. The political dominance of landowning class had contributed lo uneven land ownpolitical predominance of this elite - including more

governmenl spending away from social services, most notably primary education.

To this gloomy analysis. Mr Mahbub ul-Haq, the Pakistani economist who originated the UN's human development index (a scale which places Pakistan 134th of 174 nations), recently added a series of other contributory age growth rate of 6 per cent causes. In the recent report, a year since 1947; income per Human Development in South Asia\* compiled by his development think-tank in Islamabad, Mr ul-Haq cites corruption and Pakistan's heavy defence spending. While adult literacy rates

in Pakistan have risen since 1970 to 36 per cent from 21 per cent, they are still the lowest in south Asia, itself the least literate region in the world. Moreover, the report estimates that 43 per cent of the population lacks basic health facilities. 48 per cent live without clean drinking water, and nearly 64 per cent do not have basic

There have been some successes. Average life expectancy bas increased to 62 years from 43 in 1960. The infant mortality rate has halved in the past 30 years. Food production rose by almost 20 per cent in the last decade, and school enrolment has doubled since 1980.

Indeed, in the view of Mr ul-Hao. Pakistan's post-independence economic performance Itself must be viewed as a considerable success the disappointment being the distribution of the resulting wealth.

"After all," says Mr ul-aq, "Pakistan started behind India at partition and has seen growth of 6 per cent a year since - that the country's "feudal" and takes some doing for a nation which was declared non-viable al hirth. The ership and taxation. The problem was that this growth got concentrated in the hands of a feudal elite: it



was done in a very primitive capitalist environment."

The solutions, development economists suggest, are seen in greater moves towards land reform, a restructuring of Pakistan's skewed tax system, cuts in a defence budget which con-sumes 7 per cent of GDP, and corresponding increases in social spending, particularly on basic education.

There are modest signs of a policy tilt in the direction of public expenditure. The Moslem League government of Mr Nawaz Sharif cut defence spending in its June budget hy 12 per cent in real terms. But while this brought no immediate benefit to social spending, the move is at least seen as a recognition that Pakistan's present high levels of defence spending (\$28 per capita against \$10 per capita in India) may not ultimately

be sustainable. The new government is also committed to holding Pakistan's first full census in almost 30 years in the near future. The lack of a census over the last three decades has effectively hidden Pakistan's rapid urbanisation since the 1970s, and thus frozen in place a political and electoral system which is still strongly biased towards rural areas and thus the powerful landowners which dominate rural Pakistan. A census which showed Pakistan's urban population

now to be the equal of that in the countryside - lhe result most analysts expect might prompt a political realignment in favour of the cities and away from the traditional rural élites. The hope of analysts such as Mr ul-Hag is that such a result would foment a "quiet political revolution", one which would offer some hope of rebalancing Pakistan's unequal economic distribution towards the needier.

Any such a revolution remains rather putative. including Sri Lanka. But. as Mr ul-Haq's report Another is that Pa suggests: "Without some fundamental reforms, the has taken a battering in the prospects for human development in Pakistan appear quite bleak. \* Humon Development in

South Asia 1997, The Human Development Centre, IslamaTOURISM • by Jeremy Grant

### Off Asia's beaten track

Despite natural splendour and historical sites, the visitors have stayed away

For a country that was the cradle of Hinduism and Buddhism and offers - as the Lonely Planet travel guide puts lt - "some of Asia's most mind-bending landscapes". Pakistan just doesn't seem to be pulling in

Tourist huses are a rare sight and even the intrepid backpacker brigade is thin on the ground. Hotels off the beaten track report gaping holes in their books. Those in the cities thrive almost solely on business trade.

That is a source of frustration for Mr Ehsan Pasha, managing director of the Pakistan Tourism Developmant Corporation (PTDC). "Look at Iran. They don't allow liquor, yet they have more arrivals than us. And the Maldives. They earned \$300m last year from tourism with a population of only 350,000," be says. Last year, Pakistan - with

population of 130m earned \$116m from its tourist industry, compared with whopping \$3bn by India. Arrivals have been on a downward trend for the last three years, falling overall by 8 per cent in the 1995-96 period, with a damaging 24 per cent drop in visitors from the UK (Pakistan's largest source of tourists) in the same period. This year's outlook remains bleak.

What, then, could be the problem? One is that for those thinking of a holiday on the subcontinent, India appears to be the obvious choice. Mr Pasha says that Pakistan attracts a mere 0.7 per cent of total tourist arrivals in south Asia,

Another is that Pakistan's image as a safe destination last 10 years, due to ethnic violence in Karachi and upheaval in neighbouring Afghanistan. A third deterrenl is that

Islamic law forbids the consumption of alcohol by the Breathtaking plenty of scope for lovers of nature

- even the mildest beer - is

Foreigners can buy beer and a limited range of spirits made at the country's two breweries - survivors from British colonial days.

But the business of securing a bottle of beer involves cumbersome form-filling and the presentation of passports. Even then, liquor can only be consumed in the privacy of the hotel room. The real damage this rule

does to the tourist industry

is, however, that it severely limits the ability of hotels and restaurants to offer a full range of dining services. That influences how far Pakistan can go with developing beach resorts, as Mr Pasha says the PTDC plans to do. He adds that the PTDC is considering proposals that would allow foreigners to pick up liquor licences on arrival in Pakistan.

But for Mr Byram Avari.

predominantly Moslem popu- one of the few private entrelation. That means all liquor preneurs in the hotel husi- exchange. There was no ness, alcohol is not the issue.

Government neglect has damaged the industry. "The abroad," he says. majority of tourists can get booze in hotels. I think the basic problem is they're (the ministry of tourism) just not tourist oriented." He points to Dubai, which, Pakistan's religious and

despite being almost entirely covered in desert, has managed to develop a vihrant; sports tourist industry. They have dune buggies and ice rinks. Why can't that be developed here? It's a question of not having a tourist policy, or of having one but never seeing it implemented."

Mr Pasha aims to change that. Like many others in the current administration of prime minister, Mr Nawaz Sharif, he has been drafted in from the private sector and, two months into the job, is full of ideas.

"Before, tourism was not declared an industry that

proper set up for promoting Pakistan in the right manner

lan Iev

rkie Wullsc

The PTDC is preparing an advertising campaign aimed at Japanese tourists interested in what he calls "mystical tours", focusing on

archaeological sites. Work is also under way on Pakistan's first website, promoting the destination and featuring private sector tour operators. Tourists from Middle Eastern countries are also being targeted with spe cially tailored packages.

The ultimate aim is to build up awareness in time set for 1999. By then, PTDC hopes tourism will be earning the country \$500m, rising to \$1bn by 2000.

As with much in Pakistan translating plans into reality will be difficult. First, the PTDC still needs to secure about \$600,000 in funding for 'Visit Pakistan Year". Half of that is supposed to come from the government, but cash-strapped Islamabad has other priorities.

Private sector involvement in the industry is still limited. Mr Pasha insists that this will also change, and that the PTDC aims to hive off some of its land and some botels in its large network.

There is also a lack of top quality hotels outside the main cities that could support the kind of five star tourism that would hring in substantial revenues.

One exception is the magnificent Khan Club in Peshawar. This eight-room "boutique" hotel has been exquisitely converted from an old "haveli" dwelling and offers special catered tours up the Khyber Pass by train five times a year.

There is plenty of scope for mountaineers, trekkers and lovers of nature. Pakistan has 25 peaks over 8,000 feet, including K2, second only to Mount Everest. It even has the highest polo ground in the world.

'In two years you'll see hig changes in tourism, says Mr Pasha. "We have the products. We just have to create the awareness.

MERNATION VI.

DINBURGH



FINANCIAL TIMES Finance

Providing essential information and objective analysis for the global financial industry

### Insurance in Asia

Insurance in Asia individually analyses the legislative, industrial and cultural factors defining the insurance markets within key Asian countries. Providing the information you need to successfully forge partnerships and compete within each market, this report will help you optimise your performance in this dynamic region. Countries covered include:

\* Bangladesh • Brunei • Cambodia • China • Hong Kong \* Indonesia \* Japan \* Korea (South) \* Korea (North) \* Laos \* Macau \* Malaysia \* Mongolia \* Myanmar \* Pakistan \* Philippines \* Singapore \* Sri Lanka \* Taiwan \* Thailand \* Vietnam

Published April 1996

Price £350/US\$595

ISBN 1 85334 510 5

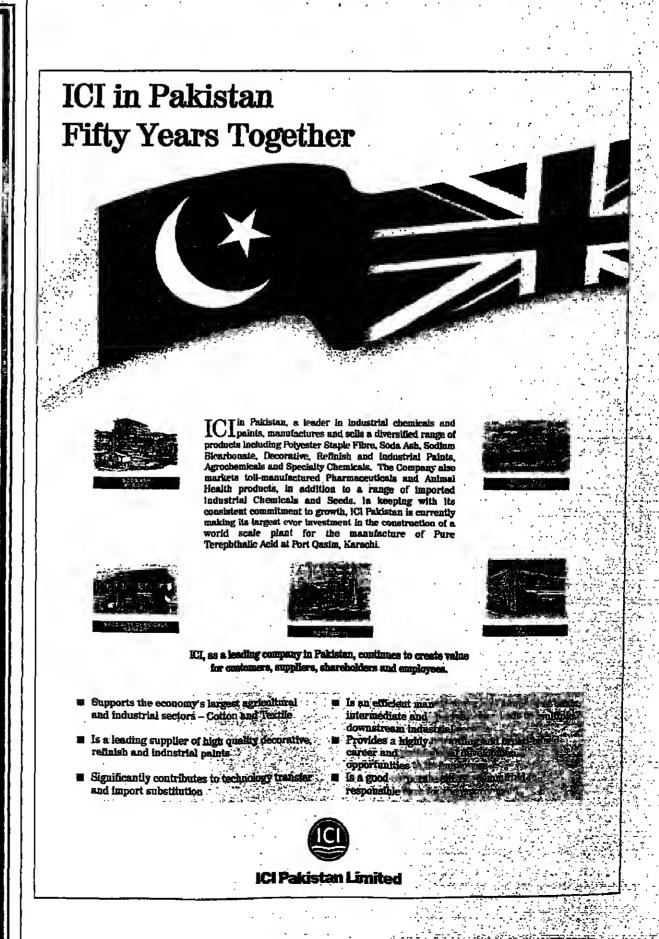
#### NEW.....FT Insurance in Asia Quarterly Bulletin Service

Following the tremendous success of the above report. FT Finance has launched this dedicated quarterly news bulletin. Specially compiled country-by-country updates within each issue include details of the very latest market developments together with regulatory changes and news of market-moving company activity. It presents the latest market statistics covering premiums, profits

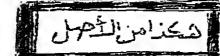
May, August, November, February 1998 Price: £400 (UK) £430/US\$730 (Overseas) for all 4 quarterly updates ISBN 1 85334 649 7

For further information on either of these publications please contact Rachel Mason: Tel: ++44 (0) 171 896 2290 Fax: +44 (0) 171 896 2319 FT Finance, Maple House, 149 Totenham Court Rd, London W1P 9LL. Registered No: 2970324

HOW TO PAY				
☐ Please debit my credit card:  VISA☐ MASTERCARD☐ AMEX☐ DINERS☐  Card No: ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐				
FT Finance for the sum of £/USS  Please invoice me for the full rate (to be billed in £ Sterling EU companies (except UK) must supply TVA/BTW/MOMS/MWST/IVA/FFA number to avoid extra charges.				
Signature Date				
Return to: FT Finance, Maple House, 149 Tottenham Court Road, London W1P 9LL or fax us on +44 (0) 171 896 2319				







ARTS

### Man behind the **Jewish state**

Jackie Wullschlager on a centennial exhibition to mark the First Zionist Congress in Basle

Deutscher replied scornfully Trees have roots. Jews have legs". The roots of Zionism, of the century it hegan though, were precisely located by Theodor Herzl. the man who inspired the creation of modern Israel. "In Basle I founded the Jewish state", be wrote in his diary after the First Zionist Congress in August 1897. Through July and August this year. Basle is celebrating with a centennial festival. At the Three Kings Hotel Israeli specialities are on the menu. Chic stores are selling Israeli products. The Klezmer band Epstein Brothers are in town, there are concerts of Ylddish songs, plays about Herzl and Dreyfus, tmurs of "Jewish Basle", and an exhibition at the Museum of Art about Herzl and the cultural back-

SUESDAY ALGINI

e 85.710 . ..i.ie

iog ak

mik ine

Te ilbi-

W. 1.

HELLEY'S

is Mar

Mbras::

Personal Property of the Party of the Party

1 's ...

177£€

eing ::

Let ...

attaun.

TARR

P. Ac.

un tha

down.

ground of Zionism. Sweeping mto the town on the railway route Herzl took in 1897; from Vienna, then rife with anti-Semitism, and Munich, which refused to hold the Congress, you can see why Basle was such an attractive site. Miles from the sea and often shut in by mountains, so many south German, Swiss and Austrian cities have a closed, claustrophobic feel; hut Basle, mutlilingual, meeting place of three countries, with the through and the fringes of the Black Forest beyond, is

1.15

open, cosmopolitan, modern, This spirit is clear in the Runstballe's showpiece exhibilion oo the First Zionist Congress, which launched the festival. Forget whispering voices, sepia photographs and curators guarding priceless antiques; this is a 1990s, touchy-feely show ists Clegg and Guttmann have created a series of enviso challenging many of our tory of Zionism.

In the bourgeols, eastern European parlour, the sort where Herzl was born in Tobacco Street, Pest in 1860.

sked in e Cam read books and letters, and life in a new country. hridge common imagine the horror of a conroom about his ventional Jewish lawyer, at the mock Congress here roots, the Marxist say, getting home one night historian Isaac and hrowsing through Herzl's tract, The Jewish State. "Just before the turn finally to sunk m", recalled Stefan Zweig, that this elegant, noble couseur had suddenly written an abstruse tract which demanded no more and no less than that the Jews should leave their bouses and villas in the Ringstrasse as well as their businesses and law practices, in short that they sbould pack their bags. move to Palestine and found

a nation there". Settings like the synathe main Jews of Herzl's background were emancipated, uninterested in religion, integrated into western culture. Jewisb contemporaries included Artbur Schnitzler, Freud and Mahler, who all lived on the same Viennese street as Herzl; round the corner was the Café Scheidl, with its reading rooms and card tables, where you could chat all day for the price of a

"small brown". is reconstructed here, and visitors can leaf through contemporary newspapers such as the highbrow Neue Frele Presse, which made Herzl its Paris correspondent and so changed the course of history.

While he was in Paris, the Dreyfus case erupted, dividing France over whether Dreyfus was gullty, or an innocent officer convicted of treason because he was Jewish. The outcome convinced Herzl that assimilation was not the answer to "the Jewish question", and he related the rising antl-Semitism where American project art- across Germany, France and the Austro-Hungarian empire precisely to the Jewronments allowing us to isb success in adapting to experience life inside the secular 19th-century Euro-world Herzl came from, and pean culture. And so he crossed a class barrier, identifying no longer with his own assimilated background but with the downtrodden

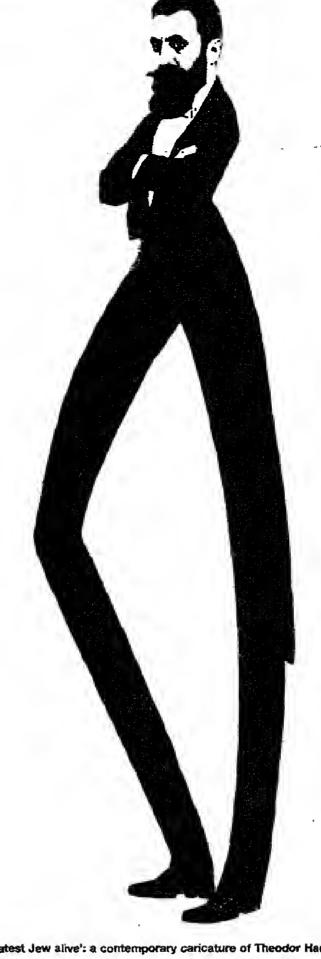
ghettoised east European

You can sit on the benches

and listen to tapes of early dehates between Zionists across the world whom Herzi brought together. There was frenzied excitement, but also much to threaten the Jewish status quo - those with most to lose, such as the Roths childs, would have nothing to do with Herzl; Baron Hirsch told him he was fan-tastical. The Congress emphasises Herzl as a political thinker: be was much more caplivated by the 19thstates than by the religious traditions of Judaism, and be was as happy to found the Jewish state in East gogue stand out because in Africa or South America. It was after he realised that tha poor, religious Jews, whom he was harnessing to his political bandwagon, would only come to the boly land of religious teaching that Herzl was convinced it bad to be Palestine. What this exhibition

makes clear above all is the specifically 19tb-century, Eurocentric basis of Zionism. Like socialism and communism, lt was an idea which appealed to the socially compassionate and assumed messianic dimensions for fin-de-siècle intellectuals. Herzl envisaged Jewish Palestine as a copycat version of Viennese cafe culture, the difference being that "we will be permitted to grow downturned noses black and red beards and crooked legs without being scorned". His colleague Max Nordau is said to have remarked in surprise: "In Palestine there are, it seems, We are therefore committing an injustice". Amos Elon has described this view as a "mixture of nalvete, wishful thinking, patriarchal benevolence and ignorance". Whether this is a charitable or an accurate assessment, the results of this blindness continue to haunt modern

Palestinians and Israelis. Herzl died in 1904, and in Europe proved his predictions about the fate of complacently assimilated Jews



you can sink into a sofa, leading them to a new approved Israeli terrorism in the fatal Eurocentric flaw needs of all communities in

the 1940s and beyond. This is within lt. It is to be hoped lsrael will be discussed as an important exhibition in that in the conferences and openly and sympathetically. Jews whom he would save, tragically right, it is hard to showing sympathetically not symposia in Basile during the Basile, Tel. 061 272 48 33, until September 7.

in Beethoven's day could possibly have played such a difficult score as fast as

That, of course, is no prob-lem for the Orchestre Révolutionnaire et Romantique, Gardiner's crack band. Even the few rough edges added to the raw excitement of the performance. Bryn Terfel launched the vocal finale with roof-raising panache, the rest of the quartet comprising Luba Orgonasova,

Gietz. The Monteverdi Choir was simply a marvel, as ever. Their singing of a selection of Schubert choral works before the Beethoven was professionalism, 1997-style,

Bernarda Fink and Gordon

Edinburgh Festival

### Boulez's stamp of approval

would not dream of handing the opening night to a youth orchestra, still less their ambition and proud to a programme shared with ensemble, such qualities are three other festivals. But no substitute for the sea-Sunday's concert by the Gustav Mahler Jugendorchester sional orchestra can bring to under Pierre Boulez allowed us to genuflect before one of the most demanding scores the great musical minds of in the repertory. our time, and that was its sole justification.

of early 20th century masterpieces, each of them a Boulez party-piece. The exception was his own Notations I-IV - and here alone the concert merited its premier rating. Perhaps the presence of the composer on the podium gave it added lift or the fact that the music is such fun. These quizzically abrupt studies, originally for piano and now scored for gargantuan forces, were despatched with punch and rhythmic verve. The Usber Hall's capacity audience stamped its feet in approval - a gauge of bow musical taste bas changed. So Boulez is a popular composer after

The rest of the programme showed us where he found the technical snuoir-fnire to orcbestrate Notations, Ravel's Le Tombeau de Couperin was cool, precise, prismatic; one longed for some shape to the phrasing, which the woodwind principals, perhaps overawed by Boulez's presence, were reluctant to provide.

In Bartok's Four Pieces, Boulez dissected the textures with surgical skill. Again, the playing had more accuracy than personality. After

There was a time cid entries and lightweight when an Edinburgh brass, and there was a fatal festival director slackening of tension in Part 2. However much we admire tbese young musicians for soned musicianship a profeswhat are, after all, among

The programme which should have opened the fest) The programme consisted val was last night's Tippett tribute hy the Royal Scottish National Orchestra and Cho rus, which I bad to miss in favour of the new Mark Mor ris production of Platee. But I did get to the Queen's Hall morning recital by American counter-tenor David Daniels. His introductory song. Vaugban Williams "Orpbeus with his lute", set the tone. It was not just Daniels' versatility which little-known Cesti to the win some "Waterbird" by Richard Hundley (b.1931); nor his technical security, the leaps of "Vivi, tiranno" from Handel's Rodelinda tackled with the same assurance as the dreamy sostenutos of a charming group of Gounod; nor even his natural command of an audience. No. Daniels is that rare breed a counter-tenor who sings from the head but communicates from the beart. In mood and artistry, his accompanist Martin Katz matched him all the way.

#### **Andrew Clark**

Pierre Boulez conducts the Gustav Mabler Jugendorchester at the Royal Albert Hall tonight, Salzburg on the interval, Le Sucre du Thursday and Lucerne on printemps suffered from flac- Saturday.

#### Fringe grace notes

more occasions, 1997 will boards", is as consummate as ever, having only gained in speed under Theresa Heskins' direction to fit an

abbreviated Edinburgh slot. Victoria Worsley's protagonist, by turns comically and poignantly aware of the ticking of her biological cuckooclock, scuttles around her room conjuring up a variety of fantasy figures ranging from Jane Austen's Mr. Darcy and a cross-dressing Mark Antony to a gibbering -DIY expert and two centaurs. As her supporting hunks pop in and out of the ingenious set. Worsley's Grace sings a kitsch nightclub number, gets sawn in half and stapled to a door. A

In another three-hander. Jump To Cour Heaven, Gill Adams builds a powerful atmosphere of latent psychosis. Dealing with the prison escape and disappearance of Kray benchman Frankie "The Mad Axe Man" Mitchell. Adams suggests the men-

I the skill, intelligence ace of which the childishly and delight of my first innocent Frank (Josh Richshow on this year's ards) is capable, holed up . Edinburgh Fringe can with a minder and a call-girl. be equalled on only two The constant fear that things might at any moment have been a good year. go bloodily wrong is finally Sarah Woods' Grace (seen in resolved at Frank's own London last autumn), a expense; director William fast-moving comedy for one Kerley ensures that every woman and two men in cup-instant feels like the calm before the storm.

Bob Kingdom's Elsa Edgnr also hinges upon a clash of personalities, in this case between American society columnist Elsa Maxwell and FBI director J. Edgar Hoover, the twist being that Kingdom plays hoth roles, sometimes simultaneously. In truth, the play loses its footing a little when Kingdom attempts to bring the figures into conflict rather than giving one or other of them free rein, but his characterisation is remarkable.

It can be grimly reassuring to find that one's prejudices about a performer are horne out. The self-aggrandising. sophomore doggerel paraded in Vice And Verse: The Poetry Of Murray Lachinn Young is a case in point.

#### Ian Shuttleworth

Grace is at the Pleasance; other shows at Stella Artois Assembly. All shows run until August 30.

#### The Proms/Richard Fairman

### Young lion of the keyboard

event in this year's BBC Proms calendar. In the afternoon Yevgeny Kissin made history by playing the first ever solo piano recital Prom and in the evening the annual performance of Beetboven's Ninth Symphony was a blistering one given on period instruments in a new edition being heard for the first

The piano recltal succeeded better than anybody could have imagined. There is no less plausible place to hear a solo pianist in London than the gargantuan Royal Albert Hall, where a solo performer is a mere speck in the distance and a piano gets reduced to a far-

away tinkle. To make Kissin and make music. His open- Sonata, Kissin showed him- the Legion d'Honneur. as prominent as possible, the Prom organisers put him not on the platform, but on a raised dais in the middle of the arena, surrounded by the promenaders.

The scene was gladiatorial: the circular hall was packed with thousands of spectators, like the Colosseum in Rome, and Kissin entered the arena to face them, as the young lion of the keyboard. The marvel in the circumstances was that be managed to keep his head

scale of the hall to perfection, keeping the classical framework in place, but projecting the music vividly with wit and rbythmic brio. Although I cannot speak

for people sitting further away, the quiet singing tone be brought to Liszt's famous Liebestroum and two Chopin Nocturnes carried beautifully to my seat at the back of tha stalls. In his main work, Chopin's Third on stage and awarded him

ing Haydn Piano Sonata, aelf a master of extremes, No.52 in E flat, judged the from breathtaking stillness at one moment to white-bot technical brilliance the next without always a great deal in hetween, which may be a sign of immaturity. But as a piece of piano-playing, it was remarkable. Then a generous series of encores followed - and all in a suffocating heat that would have melted a lesser virtuoso. If this had been France. aomebody would bave gone

In the evening there was another Proms' first of a

kind. The annual performance of Beethoven's Ninth Symphony, conducted this year by John Eliot Gardiner, has to be the quickest the Proms have ever witnessed (at least discounting the 26 at which the finale was omitted!). Gardiner fore into the symphony fast and furious. The music catapulted headlong with an intensity that was quite thrilling, but I do wonder whether orchestras at its peak.

Oslo Philharmonic: conducted by Mariss Jansons In works by Beethoven and Bruckner. With piano soloist Leif Ova Andsnes; at tha Schloss, Kiel; Aug 12

TANGLEWOOD CONCERTS Tanglewood Festival Tal: 1-617-931 2000

 Boston Symphony Orchestra: conducted by Kent Nagano in works by Debussy, Tchalkovsky and Stravinsky. With violin soloist Cha-Liang Lin; the Shed; Aug 15 Boston Symphony Orchestra: conducted by Hans Graf In works by Bach, Handel end Vivaldi. With mezzo-soprano Lorraine Hunt; the Shed; Aug 16

■ VERONA **OPERA** 

Arena di Varona Tel: 39-45-800 5151 Aida: by Verdi. Conducted by Nello Santi in a staging by Glanfranco de Bosio. Casts vary: on Aug 15 Maria Guleghine sings the title role Macbeth: by Verdi. New production designed by Pier Luigi Pizzi, with choreography by Gheorghe lancu. Conducted by

■ WASHINGTON

John Neschling; Aug 13

OPERA Wolf Trap Tal: 1-703-218 6500 The Marriaga of Figaro: the Wolf Trap Opera Company performs Mozart's opera; in Italian, with English super-titles; Aug 14, 16

WORLD SERVICE BBC for Europe can be received in western Europe on medium wava

648 kHZ (463m)

**EUROPEAN** CABLE AND SATELLITE **BUSINESS TV** (Central European Time)

MONDAY TO FRIDAY

NBC/Super Channel:

07.00 FT Business Morning

European Money Wheel Nonstop liva coverage until 15.00 of European business and the financial markets

Financial Times Business Tonight

ÇNBC: 08.30

Squawk Box

European Money Wheel

Financial Times Business Tonight

## INTERNATIONAL

#### EDINBURGH

Edinburgh International Festival Tel: 44-171-473 2000 CONCERTS Bach Organ Works: organist

Peter Hurford plays a series of 15 concerts which should show off this repertory to considerable effect. The performances are Tuesdays to Saturdays at 5.45,pm, On Thursdays he is joined by singers of the Dunedin Consort; et Greyfriars Kirk; Aug 12-30 Archiva Recordings: as part of

the Festival's 50th birthday celebrations, the Music Performance Research Centre at the Barbican Library has loaned a selection of archive recordings of concerts given during the early years of the Festival, which can be heard Mondays to Saturdays from 11 to 30 Aug. Featured artists include Maria Callas on 23rd, Joan Sutherland on 26th and Leonard Bernstein conducting the LSO on 28th. Tickets cost £2, most recordings

last 45 minutes and begin at

garage and the

B ...

2.15pm (1,30 on Sats); at the Queen's Hall

DANCE Fish: by the Bangarra Danca Theatre, UK debut for the Australian company and world premiere of a work which tells contemporary stories of Australia'a indigenous population drawing on ancient myths and sacred dreamings; at the King'a Theatre; Aug 12, 13, 14 Tharp! new works by Twyla
 Tharp: Sweet Fields, danced to Shaker hymns and other American choral music, "66", and Heroes, with music by Philip Glass; at the Edinburgh

Playhouse, Aug 12, 13 OPERA Macheth: by Giuseppe Verdi (original 1847 version): concert performance given by the Chorus and Orchestra of the Royal Opera House, conducted by Edward Downes. Anthony Michaels-Moore and Georgina Lukács are Macbeth and Lady Macbeth, replaced by Bruno Caproni and Christine Bunning un 16th. Sung in Italian with English supertitles; at the Edinburgh Festival Theatre;

Aug 12, 15, 16 Platée: by Jean-Philippe Rameau: Directed and choreographed by Mark Morris. this production - sung in French, with English supertitles - stars tenor Jean-Paul Fouchecourt in tha titla rola, with Diana Montague and François la Roux as Junon and Jupiter. With the Mark Morris Dance Group, Royal Opera Chorus and Orchestra of the Royal Opera House. Conducted

by Nicholas McGegan; at tha Edinburgh Festival Theatre; Aug 13, 14

> **EXHIBITIONS** National Gallery of Scotland Tel: 44-131-524 5200 The Portrait of a Lady: Sargent and Lady Agnew. "Lady Agnew of Lochnaw" by John Singer Sargent (1856-1925) is the centrepiece of this exhibition which includes more than 20 portraits by Sargent himself as well as works by his contemporaries and memorabilla from his studio; to Oct 19

**LONDON** CONCERTS **BBC Proms, Royal Albert Hall** Tel: 44-171-589 8212 BBC Symphony Orchestra: conducted by Andrew Davis in works by Georga Benjamin, Bartók and Berlioz, With violin soloist Viktoria Muliova; Aug 13 John Lubbock conducts the Orchestra of St John's, Smith Square in premieres of works by Lou Harrison and Stephen Montague, Barber's Adagio for Stringa and Tabuh-tabuhan by Colln McPhee. With pianists Rolf Hind and Thomas Ades; Aug 12 Pierre Boulez conducts the Gustav Mahler Youth Orchestra in a programme of twentieth-century classics by Ravel, Bartók and Stravinsky – and his own Notations I-IV; Aug 12

MUNICH EXHIBITION Kunsthalle der Hypo-Kulturstiftung

Tel: 49-89-224412 Markus Lüpertz (b. 1941), one of Germany's leading artists, is the subject of a retrospective which includes paintings, drawings and sculptures from throughout his career; to Sep 14

PARIS **EXHIBITIONS** Jeu de Pauma Tel: 33-1-4703 1250 César: major retrospectiva o lone nf the most important French sculptors of the 20th century. Tracing the the different approaches and materials with which he worked, the exhibition Includes almost 500 objects; to Oct 19

■ PESARO Rossini Opera Festival Tel: 39-721-33184 **OPERA** Il Barbiere di Siviglia: in a staging by Luigi Squarzina. With the Ort-Orchestra of Tuscany, conducted by Yves Abel; at tha

Teatro Rossini; Aug 12, 16

**■ SALZBURG OPERA** Salzburg Festival Tel: 43-662-844501 Boris Godunow: by Mossorgski. Conducted by Valene Gergiev in a staging by Herbert Wernicke, Samuel Ramey sings the title role. Cast also includes Philip Langridge. With the Vienna Philhamonic, the Konzertvereinigung Wiener

Staatsoperachor and the

Slowakischar Philharmonischer Chor Bratislava; at the Grosses Festsplathaus; Aug 12 Lucio Silla: by Mozart. Conducted by Sylvain Cambreling and directed by Peter Mussbach with designs by Robert Longo. Cast includes David Kuebler and Susan Graham. With the Camerata Academica Salzburg and the Konzertvereinigung

Wiener Staatsopernohm, at tha

Kleines Festspielhaus;

Aug 12, 15 THEATRE Salzburg Festival Tel: 43-662-844501 Der Alpenkönig und der Menschenfeind: by Ferdinand Raimund, Revival of Peter Stein'a production. With music by Wenzel Müller; at the Landestheater; Aug 13, 14, 15

 Libussa: by Franz Grillparzer. New production directed by Peter Stein, with sets by Moidele Bickel; at the Perner-Insel; Aug 12 SANTA FE OPERA

Santa Fe Opera Tel: 1-505-986 5900 La Traviata: Linda Brovsky directs this new production of Verdi's opera, set in the Parisian demimonde. Christopher Larkin conducts; Aug 12, 18

**■ SCHLESWIG-**HOLSTEIN

CONCERTS Music Festival Tel: 49-431-567080



**Martin Wolf** 

### Over the counter

Drugs should be decriminalised, and the right policy should go beyond merely making cannabis legal

gunned down in broad daylight in Bolton. The murder is, apparently, drugsrelated. In the wake of his death, Labour MPs have called for a proper debate in the UK about the merits of legalising drugs. They are right do so. As this column argued on July 29, more damage is done by the curbe desirable to adopt a more rent policy of keeping drugs illegal than would be done by decriminalising them. But even if you accept the argument thet drugs should be legalised, it still raises

Putting a confroversial policy idea into practice tends to be complex - legalising drugs would be no exception. But it is disingenuous of opponents of legalisation to accuse proponents of failing to spell out all the details of decriminalisation. It is not difficult to out forward alternatives superior to prohibition. The difficulty is rather that there are so many of them.

best to do it.

Mr James Ostrowski, a US lawyer who has specialised in drug prohibition, bas argued that proposals for change need to answer the following questions: Which drugs should be legalised? Should there be restrictions on potency? Should there be restrictions on the age al which druga may ba obtained? Should sale be restricted to addicts? Where should drugs be sold? Should suppliers be free to cbarge the prices they want? And should suppliers be free to advertise?\*

A relatively cautious answer to these questions would be to legalise canna bls alone, while making other consciousness-altering drugs available only on prescription. Possession of small quantities of drugs for personal use would be decriminalised, but production and distribution of all drugs, cannabis apart, would remain illegal. Needle exchanges would also be about 7 per cent of the total the spread of infections. Such a policy would draw

a clear distinction between size would hardly be worth soft and bard drugs. It the drug gangsters' while. would reduce the secondary health effects of prohibition. And il would draw a line between consumers and traffickers. But it would not eliminate the black market. For this reason, it would

radical approach, similar to that in use for slcohol today. All drugs would then be legalised. There would be no restrictions oo potency. Sales would only be to the question of exactly how adults, but would not be restricted to registered addicts. Drugs would be sold at licensed outlets. Suppliers would be free to charge the prices they want, but sales would be taxed, though not enough to raise prices to today's astrocomical levels for prohibited drugs. Advertising would have to be regulated, as

> The first objection to such proposals is that they would not eliminate the black market for under-age use. The products would at least become of known quality and potency. It would also be quite a small market, According to Mr Ostrowski, in the US in the late-1980s. cocaine users under 18 years old comprised only

increasingly with tobacco.

Legalisation of drugs would remove a vast source of revenue from criminal organisations,

estimated at \$400bn a year

organised, in order to slow cocaine market, while 18-20 year olds comprised another 16 per cent. A market that

A second objection to the proposals could be raised by asking how product liability would work. The answer is that this should be no more difficult than for alcohol. which can also create harmful effects, from cirrhosis of the liver to violenca. Tobacco producers have also fallen into difficulty, but largely because they concealed information about the effects of their

products.

avoided by insisting that research into the effects of drug abuse and the dissemination of results become the responsibility of official bodies. The taxation of drugs could defray the costs of research and dissemination, abusers. Relevant information would be made availthe liability of suppliera would be limited to the purity and potency of the

product. Beyond this, the

principle of caveat emptor

would apply.

This problem can be

A third objection concerns the potential effects on particular users. Pregnant women would be all the obvious objections advised of the dangers, as they are with tobacco and alcohol. In most cases a mother's concern for the bealth of her child will be sufficient to prevent abuse. Where it is not, drug legalisation is unlikely to make things worse than they now are, particularly since one of the saddest consequences of prohibition is the transmission of HIV/Aids to the foetus by users of infected needles. The laws oo drivlug vehicles, operating machinery or undertaking similar tasks under the influence of drugs could -

and should - be harsh. in

addition. employers could

World Mobile

drug legalisation, even though it would push most of the gangsters out of drugs, would not push them out of other businesses. This point, stressed by the United Nations in its recent World Drug Report, is true, but irrelevant. Legalising drugs would remove a vast source of revenua from criminal organisations, which make an estimated

A fourth objection is that

\$400bn a year from drugs. Gangsters would also find themselves operating in a different context - particularly if prostitution and gambling were legalised as well. If such reforms were implemented, gangsters could no longer engage in selling to willing buyers, an activity that is so difficult to suppress.

Gangsters would remain. of course, but their other activities, such as protection rackets, are quite different since buyers do not want what they are being sold and are far more likely able at the point of sale, but to co-operate with an honest police force to suppress it Such honesty is itsalf far more probable following a diminution of drug-induced

In short, it would be per fectly possible to set up a workable regime for full drug legalisation that meets and that would eliminate the many and vast costs of today's criminalisation. What is needed is for mature societies to recognise that some vices must be tolerated, because the alternative is still worse.

\*James Ostrowski, Answer ing the Critics of Drug Legal ization, Notre Dame Journal of Law, Ethics & Public Policy, Vol.5. No. 3, 1991.

This is the last in a three part series on drugs. The first column, on the econom ics of the drugs business, appeared on July 22 and the second, on the case for drugs

### ·LETTERS TO THE FUE OR

Number One Southwark Bridge, London SP 1917.

We are keen to encourage letters from readers around the world Letters may be more to fine). e.mail: letters editor@t.com Published letters are abstractable on the (7.000 stat. into 2.000 stat. into

#### ECB will be accountable and in many ways open to scrutiny

From Mr Nicholas Crosby. Sir. David Mackia's argument ("Beyond independence", August 8) on the European Central Bank is

flawed. He cites only one piece of evidence to support the lack of ECB accountability: "The Maastricht Treaty expressly forhids the publication of the minutes of the meetings of

the ECB's Governing Coun-This is wrong. The treaty is more subtle. It does not compel the Council to publish its deliberations, but "The Governing Council may decide to make the ontcome of its deliberations

Protocol1 Mackie also omits to mention the other areas in which the ECB will be open to scru-

public." [Articla 10.4. of the

 The president of the Council of Ministers and a member of the Commission may participate in Governing Council meetings and may aubmit motions for deliberation by the Council.

Tha ECB must publish an

and current year's activities and monetary policy.

• The president of the ECB must present this report to

the Council and the parliament (which may debate it). • The president and other members of the executive board may be surrounded by the relevant committees of the European parliament. There will be, at minimum, quarterly reports on the activities of the Euro-

Banks. A weekly consolidated financial statement of the ECB must be published.

pean System of Central

The ECB will be neither a clone of the Bundesbank nor of the Federal Reserve. It will, bowever, be an accountable institution.

Nicholas Crosby, Flat B. 15 Avonmore Road, London W14 8RP, UK

From Prof Joseph Bigio Sir, May I please add my endorsement to David Mackie's Personal View, "Beyond independence", emphasising, he made regarding the politi cal accountability of the US Federal Reserve.

As I see it, it is not merely a question of recognising that monetary policy can be too tight or too loose. It is quintessentially necessary. that the mandate for the new European Central Bank should be amended to give it two tasks, not one. The terms of reference must include consideration of maximum feasibla employment along with that of curbing inflation and thereby maintaining cur-

rency stability. All other arguments about the desirability of a common currency for Europe are nothing but red herrines to distract attention from the bad design of the mandate for the new Central European Bank. The Council of Ministers should be asked to ensure the redesign of the mandate.

Joseph Bigio. Rua Julio Diniz, Lote 2, Murches, 2750 Cascais, Portugal

#### annual report on previous in particular, the point that Economic nationalism strong in Korea

Sir, John Burton is correct, in terms of economics, to say that Korea needs to open up to foreign investors to benefit fully from a market economy ("Korea's ray of hope". August 8). But the political arguments run the

other way. Our New Korea Barometer, a survey funded by the Economic and Social Research Council, asked whether Koreans approved of foreigners buying small

enterprises or big factories and small or large plots of land. Three-quarters were against foreigners buying businesses: seven-eighths against them buying land. Only 15 per cent were open to foreign investment. Internationally, traditional

popular than the Anglo-American free trade ideal. Economic nationalism is surfacing in debates about

French and German ideas of

a national economy are more

proposed European economic and monetary union; British prime ministers pledge to fight for Britain's interests in Brussels, No doubt the Scottish National Party will make a similar claim for Scotland.

Richard Rose, Centre for the Study of Public Policy, University of Strathclyde, Livingstone Tower.

#### 26 Richmond Street, power over decisions in the Glasgow G1 1XH, UK

From Mr Julian Jessop. Sir, Wolfgang Münchau's article "German turn-sign on road to Emu" (July 29) illustrated another irony of monetary union.

would be speculating about weaker D-Mark pushing up German rates. The economic recovery may be firm enough to weather a tightening, but it is hardly a boom.

preceding weeks, edged off a

few more points to close at

For a newcomer to the

FT's New York bureau, the

gloom in America's financial

markets was tangible. Inves-

tors bad for months been

building up big cash bal-

ances and switching out of

equities into money market

funds. Shares on average

were selling al less than

book value: great companies

such as General Electric or

Procter & Gamble could be

picked up for around 9 times

earnings, and the equity

ing over 7 per cent.

market as a whole was yield-

What was not clear.

though, was that one of the

greatest bull markets in his-

tory was about to begin -

one that has continued, with

a few spectacular interrup-

anniversary of the turnround, and back once more

tions, ever since. On the 15th

in the New York bureau,

The contrasts are extraordinary. Fifteen years ago,

the conventional wisdom

was that US business was

about to be ateamrollered

into the ground by the

industrial might of Japan.

uncomfortable rate. Long-

dated government bonds

were yielding 13 per cent,

and unemployment was

Today, US business lead-

ers behave like conquering

beroes and the US economic

model is admired worldwide.

Nominal interest rates and

tbe level of unemployment

bave roughly balved. The

economy is in the seventh

growth. Monetary and fiscal

recent analysis: "Paradise

regained: the best of all pos-

pushing 10 per cent.

how does it all look now?

Without Emu, I doubt we

The record numbers of unemployed could be forgiven for wondering if there is any recovery at all. Yet the soundest central bank is now forced to consider an early rate rise because of a project that is supposed to improve policy-making

Irony of Emu and a German rate rise

across Europe. It will be fascinating to see how this plays with the good burghers of Bavaria. But

some might actually welcome an early rate rise to shake the Emn tree and see who falls out. If higher rates make a "soft Emu" less likely, perhaps this will be the lesser of two evils.

Julian Jessop, European economist, Nikko Europe, 55 Victoria Street London SW1H OEU, UK

#### **Europe's** multilingual graduates

From Ms Jelena Rodonjic Sir, Richard Donkin is quite right (Recruitment "Language skills", August 6) to say that language abilities are increasingly prized by

company recruiters. Worldwide, international employers are seeking young managers and business graduates with technical qualifi-cations – especially in engineering and information technology - who are also fluent in two or more languages.

Right now, the best place to look for such multilingual, technical graduates is in the countries of central and eastern Europe. A calture and an educational system that has always valued technical knowledge and achievement has produced a large pool of graduates who are not only strong in engineering, science and technol ogy; most of them speak excellent English and many speak other languages as

But most British and indeed European companies in general remain reluctant preferring local, national candidates.

E. 19. ...

Glob

als de T

WT.

72 ·--

ATTACK THE

fra:

ರಿಮೇ ಮಾರ್ಬ್ ಕ

Treatment to the same of the s

laus 1-5

dans 3.44 atterior progress of the co

Hr. A

300 E. a.

Date of the second

Fed Contract

61 T2 / ---

Table to the second

Pages 12 and 1

althour:

besider;

**300**000 :...:

Bearing Sec. No. 1

Harrie Colors

102 × 112 × 112

THE STATE OF LAND

Webs 2204

Memograps.

ME 65 316722

PART OF BETTE

Mile aga no

PAYET AND

This is not an issue for large organisations only. As technology makes it possible for much smaller organisations to compete globally. they too need the same blend of technical, linguistic and cultural skills that make up the effective international manager. Think global recruit global.

Jelena Radoniic. associate managing director, DICR Europe. 125 New Bond Street, London WIY 9AF, UK.

#### Opera Buffa proves a draw

From Mr Nicolas Tucker. Sir, I see from your illus-tration of the review of György Ligeti's Le Grande Macabre ("A po-faced postnuclear pantomime", August 8) that Opera Buffa is proving popular in Salzburg.

Nicolas Tucker, . 24 Hasket Street, London SW3 2LG, UK

#### Communications 2 & 3 October 1997, London Hilton on Park Lane ugust 12, 1982: one of those hot, sticky days in New York when you wish you were somewhere else. ■ Fixed-mobile Convergence: Challenges and Opportunities ■ Towards the Universal Telephone: How Can This be Achieved? Another grim session on Wall Street was limping to a ■ The Future for Mobile in a Consumer Dominated Market ■ Can Mobile Data Plug the Revenue Gap in the Developing close - the Dow, which had Consumer Market? Has Mobile 'Run Out of Steam'? How Will Operators Perform been declining sharply in the

#### Confirmed Speakers will Include:

Conference Themes will Include:

Mr Stephen Pettit **Executive Director, Global Businesses** Cable and Wireless plc

Financially in the new Era?

Mr Ailen Ma Managing Director Hongkong Telecom CSL

Mr John C Camington

Deputy Chairman Mobile Systems International Pic Mr Kiyoyuki Tsujimura

Chairman of the Executive Board

Lufthansa

**Executive Director, Corporate Strategy** Corporate Planning Division NTT Mobile Communications Network Inc Mr Herbert Brenke

E-Plus Mobilfunk GmbH In association with Managing Director

Mr Tomas Duffy President Telia Telecom AB

Mr Robert W Kinzie Chairman of the Board Jodium LLC

Mr Thomas Beijer Chairman **UMTS Forum** 

Or Adriana Nugter (Representing Europolitan) GSM MoU Association

Mr Maximilian Ardelt Managing Director

Beyond the Third Generation: A Vision of the Future

Dr Irwin M Jacobs Chairman & Chiel Executive Officer Qualcomm incorporated

Mr Andy Green Chief Mobility Officer Designate Concert plc

Mr John Tysoe Director of Research, Telecommunications Société Générale

Mr Martin Gamer Research Group Manager

Supported by

the organisers reserve the right of after the programme

Coopers

#### FT MEDIA & TELECOMS To Register NOW fax this form to us on: (+44) 171 896 2696/2697 FEES ARE PAYABLE IN ADVANCE Please send me conference details Please reserve one place at the rate of £928.25 Mr/Mrs/Miss/Ms First Name (£790.00 plus VAT at 17.5%) Pease note that as the Conference is being held in the UE all registratis are Rable to pay Yaki Added Eax at 17.5%. A VAT cologit will be sent on payment of the registration lee ☐ Cheque enclosed made payable to FT Conferences Bank Transfer to FT Conferences, Midland Bank plc. Company/Organisation City of London Corporate Office, Account Number: 71009095 Sort Code: 40 02 50 International SWIFT Code. MICLGB22 ase quote delegate name as reference) Please charge my AMEX/MasterCard/Visa with £ Card numbe Signature of Cardholder: Data Protection Act: The intervalion you provide will be beld on our database and may be used to keep you informed of OUL and nor associated commander products, and for selected third party mailings. itations will still by accepted. nded Global Airlines

SAS

### A fabulous fifteen years

Richard Lambert looks back on the greatest bull run in the US's recent history

Wall Street's golden era?

result has been what must rate as one of the biggest accruals of private wealth in history. By coincidence, Forbes magazine started to publish its list of the 400 richest Americans in 1982. The poorest member of the latest list has a net worth, adjusted for inflation, which is about three times greater than his equivalent 15 years year of low-inflationary from next to nothing to a company that is now valued policy is sound. There is talk at more than \$167bn, making of a new Golden Age - one it the second-most valuable broking firm beadlined a company in the US.

level of confidence which sible economies. ated a total annual return of not reflected in the way that income. The current strike yet to come

Banka were failing at an around 20 per cent. The the stock market is dis- prices? Financial journalists cussed. Share prices have risen sharply in the past few months, but so has the general level of anxiety about the market

ness magazines have been in two companies that I had expressing varying degrees Sunday's New York Times Motors for the title of worstasked: "After 15 years, is it time to sell?" (The answer ago. Microsoft has grown was probably not, but advised you to keep on your years.

Pundits sperid at least as much time looking for what might trigger a decline as for out of the Dog, and now To an outsider, though, reasons for further gains. the strange thing is that a The latest favourite is that tar, its average annual future profits growth will be Over tha 15-year period, appears close to hubris crimped as labour demands sbares in the US have gener- among husiness people is a higher share of national

dued, and there is no strong evidence of a change in labour market conditions. Fifteen years ago, it was clear even to a newcomer

at UPS is cited as evidence.

Yet inflation remains snb-

that business conditions were shifting. Short-term interest rates had been falling sharply for some time, and the economy was visibly weakening. The bell rang lond and clear within a few daya of the market low, when Mr Henry Kaufman, the Wall Street economist who had built a strong reputation as an accurate prophet of gloom, changed his position on interest rates and decided that they were more likely to go down than

The result was a buying panic, which took the Dow np by what was then a record 38.81 points on a single day.

Today, there are no clear signs of such a major shift in trend. It's true that after 15. years of growth, stock market valuations are stretched to what by past standards have generally been unsus

Corrections are inevitable. One may be happening now. But bull markets don't normaily end when people expect them to As long as so many people remain ansious, the party looks set to

And how have I-done out of the great surge in share avoid embarrassment by keeping out of the market. But when I left New York last time colleagues kindly presented me with framed Most of the popular busi- certificates of one share each enjoyed writing about One caution - a column in of them, IBM, rivals General performing constituent of the Dow Jones Industrial Average over the last 15

> The other International Harvester, has achieved even more distinction. Shing traded in the shape of Navisreturn has been a negative 6 per cent.

> For me at least, the best is



**■ United Airlines** 

TUESDAY AUGUST

Europe,

gradua

C. C. C. C. C.

- Tier

THE PARTY OF THE

- 1 1242

Patrick

. No Englis

Opera k

provesa

7.30

 $\chi_{\rm eff} = 1.28$ 

. . . . . . . . .

200

أيدين

with point

MA Berry

ter con b

480 It

BEN SATE

With Burn

**க்** இது சுரு

ten the

i. The

Bear of

that :

ing our

És company

4) .....

1.(22)

DF 25Ki

orea

\* × · · ·

2011

**S**rusing

#### **COMMENT & ANALYSIS**

#### FINANCIAL TIMES

Number One Southwark Bridge, London SE1 9HL Tel: +44 171-873 3000 Telex: 922186 Fax: +44 171-407 5700 Tuesday August 12 1997

### Desperately seeking CEOs

Oats - the list of important US new chief executive seems to grow longer by the week. Demand far outstrips supply, as evidenced by the way that Mr. things to prove in his efforts to turn round Eastman Kodak. And it is not just troubled

companies that are looking for outsiders to run the show. According to Business Week, nearly a third of the top 1,000 US companies ere now led by newcomers, up from under onetenth 30 years ago - and the proportion is rising. What is going on here - and is the trend healthy?

There are several possible explanations. One is the death of corporate man - the lifetime commitment of workers to a single employer, which used to lead those with enough energy and talent on a predictable rise to the top. This in turn partly reflects the growing pace of technological change, which has devalued established skills, and a new willingness by companies to scythe down layers of management in order to cut costs and speed decision processes. As a result, there are fewer qualified people to choose from among the home side in order to plug gaps at the top.
At the same time, the selec-

Apple, AT&T, Delta, Quaker tion process has changed in the past, choosing a new boss was companies in need of a talented largely the responsibility of the existing incumbent. Now it tends to be that of the board as a whole, which in the US means independent, non-executive directors. They may have less on wish-lists for both Apple and commitment to, and knowledge AT&T even though he still has of, inside candidates for the top slot than would be the case with executiva directors. And they may be more willing as a result

to listen to headhunters. Does this lead to better run businesses? The evidence suggests that if a company is in trouble, an outsider with a mandate for change is most likely to do what is necessary. The impact of Mr Louis Gerstner on IBM is an obvious example. But if a company needs strong direction rather than a stick of dynamite, it is more likely to find what it needs from within its own ranks - people who know the business, and its markets.

While Apple and AT&T have been making the headlines, General Electric has been quietly moving to get the right person in place when Mr Jack Welch retires at the end of 2000. Last week, it reshuffled its top ranks in a way that will give likely runners relevant experience, and the chance to show their mettle. Which approach is likely to pay dividends over the long term? On the record of these three companies, there is

Global dialling

In proposing to limit payments from US companies to overseas carriers for international phone calls, the Federal Communications Commission has chosen a heavy-handed way to bring about price reductions. But the important, the net payment for benefits of a more efficient market for international calls will

be felt across the world. Payments between telecoms rates, with net payments made to the partner receiving more incoming traffic. However, the be 10 times the underlying cost. Consensus has been reached under the auspices of the International Telecommunications Union and the OECD that charges are too high. But little further progress has been made during five years of talks. The US, which generates one quarter of all international calls and is a major net contributor, has

grown impatient. The FCC is right to say phone charges should reflect cost. Although technological advances have brought costs tumbling, international call completion charges remain stubbornly high. New fibre optic tional calls are only fractionally international calls in the US

domestic long-distance. The highest accounting rates are charged in developing countries, which argue that they need to fund investment in their domestic telecoms systems. As completing calls provides a use-

ful source of hard currency.

The FCC order, which it says will bring an 80 per cent reducoperators are determined by tion in the average cost of an hilaterally agreed accounting international call, goes some way towards meeting these points. It makes provision for higher completion charges in charge for completing calls can poorer countries, with special treatment for those with chronically underdeveloped telacommunications infrastructure. It also allows a five-year transition period for adjustment in poorer countries

Cheeper calls are already on the way, through call-back services and fledgling internetbased services. In that sense while multilateral agreement on accounting rates would be preferable, US-unilateral action will provide a welcome spur. Indeed, the FCC says it will stand down its order if a multilateral agreement can be found, perhaps through the ITU.

Telecommunications are the technology means that interna- nervous system of the global economy. Cheaper calls will more expensive than domestic encourage international trade long-distance calls. However, and development. The only parties that will not share the benecost on average 88 cents per fits are inefficient national tele-

### Greenwars

It takes a hrave man to jump into the north Atlantic during a storm and swim around in front inflation that followed in the of an oncoming vessel. If this 1970s. were part of a genuinely pointless exploit, such as canoeing the wrong way round Cape Horn, it might be accounted

But the warriors of Greenpeace have a cause, which merely makes them look silly. They want to stop oil production in the deep waters west of the Shetland Isles. This hardly has the emotional resonance of it contains the same amount of earlier campaigns, such as saving the whale. And intellectually, it is risible.

Nevertheless, Greenpeace can prove much worse than a nuisance to oil companies, as Royal Dntch/Shell discovered two years ago when it was forced into a humiliating retreat over its plan to sink the Brent Spar oil platform in the Atlantic. In the present case, the protesters claim glibly that the world already has more oil available than it can use without altering the planet's climate; so the oll companies should turn to developing solar power instead.

No doubt global warming may prove a serious danger, even though there is a confusion of evidence about the extent of ch- abuses of the environment. This matic change and its causes. is not one of them. The oil com-But the remedy should be to curb demand by taxation, substitution and afficiency mea- ocean. And the protesters sures. By contrast, choking off should go off to make a splash anpplies would, if successful, in shallower waters for the rest push the world towards another of the silly season.

eries of unemployment and As for exploiting solar energy,

that might indeed help to reduce the consumption of fossil fuel. But eco-activists often show the feeblest grasp of pro-portion. For example, the British Petroleum field at Foinaven. which Greenpeace was trying to disrupt last weekend, will produce only about 0.5 per cent of the UK's annual oil output. Yet energy as about 30m solar panels would produce in 100 years. And one large oil-fired electricity turbine produces the same power as about 1,000 windmills with a wing-span as wide as tha dome of St Paul's cathedral when the wind blows.

Wind and solar power instal lations are expensive. If they are built on a scale large enough to be useful, they can be ugly and annoying, Against such comparisons, Greenpeace's claims that doep sea oil exploration is unfair to fish sound dotty, to say the least.

Despite its superficial arguments and its populist stunts the organisation has in the past drawn attention to some serious panies should be left to get on with valuable work in the deep

### Imperfect harmony

George Graham, William Hall and Christopher Adams look at the \$36bn merger of Credit Suisse and Winterthur

ver since Mr Lukas Mühlemann took over as chief executive of Credit Suisse Group at the start of this year, the stock market bas been waiting for him to make a move. Given his background at Swiss Re (where he was chief executive), insurance seemed the obvious area of his interest and Winterthur, with which Credit Snisse has close ties, the obvious target. Mr Mühlemann, bowever, said there was no need for closer ties. "You do not need to buy a cow if all you want is a glass of milk,"

he quipped. Yesterday, Mr Mühlemann bought the cow. In announcing a SFr54bn

(\$36hn) merger of Credit Suisse and Winterthur, he is creating the world's third higgest asset manager, with SFr700hn under management. With 15m customers and a market capitalisation of more than SFr50bn the new Credit Suisse group will be one of Europe's top half-dozen financial

Why has Mr Mühlemann changed his mind after less than a year in charge? And does the merger of the two companies tell you something about the changing nature of the banking and insurance husinesses?

On the face of it, those husinesses are indeed being transformed - which is why Mr Mühlemann has ahandoned his scepticism about a merger. The former McKinsay management consultant said be thought that two big trends were pushing banks and insurance companies together: increasing concentration in the financial-services industry, and a "hlurring of boundaries" between banks and insurance companies.

It is true that over the past 10 years, the lines between banking, insurance and other financial services have become ever more blurred. Legal barriers which pigeonholed particular financial products have disappeared in most countries and competition to sell more products to the same customers has intensified.

for banks and insurance companies. Banks have come under increasing pressure as deposits, their traditional savings product, such as life assurance or mutual life assurance operations. funds.

accounted for by bank deposits has slid from 35 per cent in 1980 to 18 per cent in 1995. The share taken by insurance, pensions and mutual funds has risen from 26 per cent to 42 per cent. In the UK, bank and building society deposits dipped from 29 per cent in 1982 to 23 per cent in 1994. Germany, meanwhile, saw hank deposits decline from 52 per cent of personal financial assets in 1985 to 44 per cent in 1994.

In contrast to hanks, which have needed to find new products to sell, insurance companies had traditional products that were in healthy demand. The problem for nationals. them was that their networks of tied agents were hecoming increasingly expensive.

If anything, the insurers' quandary has been greater than the regarded as separate from other one facing banks, which have at areas of financial services, insurleast been able to get into other ance is in its simplest form an Lloyds TSB and Abbey National risk. The underwriting skills in the UK, have bought estab- needed to do this remain distinct, discovered "bancassurance", the



This has posed problems both lished life assurers to build up but in the competition between their life business. Others, such banks and insurance companies as Crédit Agricole in France and Midland Bank in the UK, have formed joint ventures with tradihave lost market share to assets tional insurers to build their own

In the US, the share of all ance companies have been facing nant. Insurers have made no personal-sector financial assets pressures as a result of changes such inroads into banking. in their business. And both have found it convenient to link up, often in a loose co-operation, to reduce that pressure.

> were among the companies doing this, in 1996, they formed a strategic alliance to tap additional sales opportunities for their products. They set up Winterthur-Columna, Switzerland's leader in occupational pensions, and together with Swiss Re, Mr Mühlemann's old company, established Reinsurance Finance Commanagement products for multi-

> So why have they now gone further, to a merger? One possibility is that this is a defensive move hy the insurers. Once

to grab customers, the banks appear to be winning. They have captured 19 per cent

In short, both banks and insur- France, where they are domi-But when bankers and insurers have

linked up, there have been awkward clashes of corporate cul-Credit Suisse and Winterthur ture. The gap between banking and life assurance may not be too wide to hridge, though some bankers shudder at the door-todoor sales culture of many traditional life companies. Accident insurance, however, appears a more disputatious husiness to a banker reluctant to haggle with a customer over his claim.

As a result, bank/insurance pany, a joint venture for risk mergers on a scale as large as Credit Suisse's deal with Winterthur have been rare. And when they have taken place, they have sometimes been humpy.

In the UK, recent merger discussions between Prudential and National Westminster Bank hroke down, in part because of the difficulty of agreeing a stratbusiness. Some banks, such as attempt to pool and diversify egy for such different businesses. In the 1980s, when the French

largest example was the takeover by the Gan insurance company of the Crédit industriel et Commer cial banking consortium. The results have been poor, though of the European life assurance blama may lie more with CIC's market - and much more in cumbersome structure and with the heavy hand of state ownership than with the mixture of banking and insurance. The government plans to sell Gan by June - and that could break the link between the two sides.

If the two Swiss firms want to find a merger that holds out more hope for themselves, they might look ING Group, created from the 1991 merger of Nationale Nederlanden, the largest NMB Postbank, the country's third-largest bank. "We always thought we would he the beginning of a fashion," said Mr Aad Jacobs, ING's chairman. ING executives say the merger

has brought some cost savings, though these have come more from sharing information technology development than from stripping out duplicated expenses. It has also allowed ING to push insurance products through its hank branch network, which now sells 12 per cent of group insurance policies.

deposits and the insurance com-

pany's funds, which gives us all kinds of money: short, medium term and long," an ING executive

All the same, although the two sides of ING claim to work closely together, their operations remain largely separate and they have kept their own brand names, at least in the Nether-

in the case of the two Swiss firms, a combination of general principles and a few special factors also appears to be at work Having reviewed the various areas of co-operation with Winterthur. Mr Mühlemann said that the two groups could not make the best use of opportunities hy relying on their loose co-operation any longer.

"The focus has moved from traditional supply structures along

In the field of pensions, for example, the management of capital (a traditional bank service) can be combined with tailor-made risk cover (an insurance

solution). But the main advantages of a merger lie in distribution. Its costs are a "dacisive factor" in the pricing of products and often the most important element causing differences in price.

"If we can offer customers in Switzerland and abroad the products of both companies on a joint hasis, and offer them through combined distribution channels involving close collaboration in marketing, then unique opportunities will be open to us," says

The combination of the two groups is expected to achieve cost savings of between SFr300m to SFr350m within three years. The bulk of these will come in Switzerland through synergies such as joint use of sales channels and better use of offica premises, rather than through mass redundances.

Doubts bang over Winterthur's insurance operations in the US. one of the few countries where significant legal barriers persist between banking and insurance. ING had to give up its US commercial banking licence, and Credit Suisse could face the same issue, although Congress is now considering legislation which would allow ownership links between banks and insurers.

One important factor in past mergers has been capital management. A driving force behind bancassurance deals in France in the 1980s was the need to bring the insurers' excess capital to the rescue of the undercapitalised banks. They faced the need to bring their capital ratios up to the new international norms set by the Bank for International Settlements in Basle, but could get insurer in the Netherlands, with no cash from their shareholder, the state.

Credit Suisse is not in such dire straits, but a spur to its thinking was the emergence of Mr Martin Ebner, Switzerland's best-known corporate predator, as Winterthur's biggest shareholder. Moreover, the offer of 7.3 Credit Suisse shares for each Winterthur share amounts in effect to a rights issue that allows it to consolidate SFr7bn of Winterthur capital on its own balance sheet.

That is quite a glass of milk. and may be a good enough rea-"We have both the bank's son for Mr Mühlemann to change his mind and buy the whole cow.

### OBSERVER

#### **Parties** pooped

■ The international rescue package agreed for Thailand yesterday may take its toll on traditional That hospitality which can sometimes be a disguise for corruption Yesterday, the Thai cabinet told government officials to cut back on celebrations at the public .

Ministers have told state officials to "refrain from inviting". guests to a party such as a birthday party, welcoming party. farewell party, wedding anniversary party or any other parties which aim at. self-interest". Finding an excuse to throw a party is a common -

way of cosying up to a potential

henefactor In addition, non-religious "charity among government" officials for any government activities" - code for giving. money to your superiors to smooth the path to promotion -

must end. must end.
Thailand's spendthrift politicians - dab hands at throwing lavish parties for supporters and receiving equally lavish parties from bureaucrafs who want to court their favour may find the final austerity. point, printed in bold typeface on the government press release. Federation, whose integrity has

appointees must be models of good behaviour in adhering to the austerity measures. Setting an example was never easy.

#### Power shot

■ João Havelange, Brazilian president of international soccer's ruling body Fifs, certainly can't be accused of shirking a tackle with the folks back home.

First he tangled with Pelé, the

former footballer and national icon who's now tha country's sports minister and has put forward plans to shake up the national game Havelange warned Pelé that the plans could lead to Brazil, the reigning champions, being banished from next year's World Cup in France. He's now raised the stakes by taking on President Fernando Henrique Cardoso as well - he claims that Cardoso will get the red card in next October's

presidential elections if Brazil isn't in the World Cup. Cardoso hasn't responded, while Pele has kept the sort of poise he used to show in front of goal. Brazil won its place in the World Cup on the field, not through a decision by Fifa, he says. One of the central points of

the Pele law is to reduce the

powers of the Brazilian Football

just happens to be Havelange's son-in-law.

#### Island fling

■ The battle over where the sun the new century's sun will be rises on the next millennium is getting sillier.

Two years ago, Kiribati declared that it was moving the international dateline - which ran through the island group -"for administrative purposes" which were not connected with the millennium even if it did put remote Caroline Island first in line for the sun'a post-20th century rays. Now it's proposing to rename the island Millennium.

There won't be many souvenir mugs. T-shirts and balloons sold on Caroline, 14 hours shead of .CMT, as 2000 dawns - not only is the remote collection of rocks uninhabited, there is no fresh water, airstrip or anchorage.

If the renaming goes ahead it hasn't been approved by the cabinet - it will add another twist to the first light dispute. Britain's Royal Observatory, acknowledged as an authority on these matters, doesn't recognise the dateline move: it says it'll still be December 31 when the sun rises on Caroline, but it will be January 1 when, 16 minutes later, it heaves over the horizon the most difficult of all. It says been called into question several of the Chatham Islands, a bleak

times this year. The federation is outpost of New Zealand. Tonga headed by Ricardo Teixeira, who claims both rivals' claims rely on "kinks" in the dateline, and that its dawn, 47 minutes after the Chathams, is the first.

#### Millennium tourists might do best to put on lots of woollies and head for Antarctica where immediately visible in the . permanent midsummer daylight.

#### Off the hook

The world's top computer hackers have set up camp in the Netherlands, so the Dutch are keeping a close guard on their megahytes.

The 2000 participants in Hacking in Progress 97 are networking behind closed doors in the town of Almere. Congress spokesman Maurice Wessijling says the average backer is likely to be under 30 and hold down a good job in a multinational company. They're "responsible computer experts who respect the law", he says. They seem to have time on their hands as

well The agenda contains discussions on worthy subjects like threats of censorship on the internet, but you can't keep a good archetype down. Dutch belephone engineers found that one responsible, law-abiding expert had tapped into their computer to make some free

### Financial Times

#### 100 years ago Assassination Of Canovas

The Spanish Government has decided that the murderer of Señor Canovas shall be tried before the Military Courts. The body of the late Premier arrived in Madrid this morning and the funeral will take place to morrow afternoon. The impression that Angiolillo, as the police now announce Golli's real name to be, acted entirely alone in his determination to kill Señor Canovas, is now doubted by the authorities. who believe that he was the emissary of an Anarchist plot,

#### 50 years ago Post-War Radio Exhibition

First post-war Radiolympia will be held at Olympia, London, from 1st to 11th October. Since the war, British radio industry exports have increased fourfold, and emphasis of the forthcoming exhibition will be on exports. A special booklet, "British Radio for tha World", for distribution overseas, is available. Broadcasting and television transmitting equipment, navigational aids and application of electronics to industrial processes, such as annealing, soldering, plastic-welding etc., will be included for the first time in the exhibition.

company we'll ascern you got the best possible value from your float.

### IMF and Asia in \$16bn rescue plan for Thailand

By Gillian Tett in Tokyo and Ted Bardacke in Bangkok

The International Monetary Fund and a group of Asian yesterday unveiled a \$16bn loan package to help Thailand overcome its recent currency turmoil.

Seven Asian countries have pledged contributions, with China also expected to participate in the most ambitious regional exercise in financial co-operation. It is also the largest support package since the IMF and donors led by the US made some \$50bn available to help Mexico overcome its currency crisis in 1995.

The participation of the Asian countries marks a new step for a region traditionally wary about financial co-

Mr Eieuke Sakakibara, Japan's vice-minister for international financial affairs, said: This is a major step forward. What is important is thet it shows that the Asian Pacific region is approaching these issues with solidarity."

The agreement emerged at a meeting hosted by the Japanese government in Tokyo yesterday and follows a pledge by

Clinton in

Continued from Page 1

budget veto

no one will notice," he said.

teria for the veto - any provi-

sion benefiting just a few indi-

viduals, corporations and

states at the expense of the

general interest and any provi-

sion inconsistent with "good

Congress can take up any

item vetoed by the president

and pass it again by e majority

vote. The president could then

veto it again, which would

require a two-thirds vote to

override. Use of the veto is

open to a legal challenge since

there is still a dispute over its

constitutionality after an

inconclusive Supreme Court

and partly because almost 1m

Athenians had already left the

capital in the summer exodus

A much-publicised quarrel

between the various organis-

ers over the lack of spectators

did little to boost the image of

international athletics in

Segas has been criticised for

approving a television adver-

tising campaign for the cham-

pionships which failed to pro-

vide details of where to buy tickets or how to get to the

Olympic stadium.

judgment in June.

**Olympics** 

Continued from Page 1

to the islands.

Greece.

He carefully laid ont his cri-

the Thai government last week to adopt austerity measures. The IMF estimates that the 20 per cent devaluation of the

Thai baht last month has left Thailand with a financing gap of \$14bn, suggesting that the Thai central bank has several hillion dollars in outstanding forward contracts bought to defend the baht before it was freed from its virtual peg to the US dollar on July 2. The IMF is expected to con-

tribute \$4bn to the package, with Japan pledging \$4bn through the governmentowned Export-Import Bank. Australia, Hong Kong, Malay-sia and Singapore each pledged \$1bn of assistance, while South Korea and Indonesta offered \$500m each.

China is also "seriously and actively" considering making a contribution, said Mr Shigemitsu Sugisaki, IMF deputy managing director. The World Bank and Asian Development Bank are expected to provide additional support, raising the total towards \$16bn.

The financing would be in the form of medium-term loans, with a maturity of three to five years, close to market rates, and would be used for halance of payments support.

By Norma Cohen in London

Spain's Ministry of Defence

has retained NatWest Markets.

the investment banking arm of

National Westminster Bank,

and accountants Arthur

Andersen to advise it on the disposal of Pta122bn (\$787m) of

non-residential military prop-

erty, including land, opera-

tional headquarters and other

The mandate is to conduct a

feasibility study on the options

available to the Spanish gov-

ernment. These could include

an outright sale or a sale and

lease-back arrangement allow-

ing the Spanish military to

continue using the properties.

determine whether the proper-

ties can be disposed of using a

structured financing similar to

that used in the controversial

sale and lease-back arranged

for the UK's Ministry of

Defence last year when it sold

58,000 residential units for

NatWest was financial

adviser to the MoD, which

attracted criticism from former

and current military personnel

Spain's centre-right govern-

ment is anxious to speed up

divestments of military prop-

erty to finance a changeover to

opposed to the disposal.

£1.6bn (\$2.6bn).

LOW

The advisers will be asked to

facilities.

and David White in Madrid

Spain considers

military property

forces.

\$787m sale of

Mr Thanong Bidaya, Thai finance minister, said the funding would primarily he used to boost Thailand's foreign exchange reserves.

Thai politicians have already hegun to argue over which companies and industries should get the money. The IMF is expected to be strict about how the money is used following the revelation last week thet Thai authorities had sunk \$16bn into struggling financial

In addition to the government loans, private sector assistance worth up to \$5bn is expected to emerge soon from a consortium of Japanese and non-Japanese banks. This is likely to include both the rollovers of loans and possible new lending.

Mr Thanong Bldava, Thailand's finance minister, said Thailand's total debt is \$89hn. of which \$16bn is government debt and \$73bn is private sector debt. Half the private debt was short term, with Japanese banks also accounting for almost half of the \$73bn total private debt, he added.

> Japan carmakers, Page 4 Thai ballout, Page 6

fully professional armed

It announced last year

plan to follow the example of

France and phase out compul-

sory military service while et

the same time modernising

and re-equipping its forces. It

is expected that some proceeds

of the sale will be earmarked

Spain's defence ministry has

been selling off barracks and

other property at an everage

rate of Pta5bn a year since the

mid-1980s, but revenues have

been coming in less rapidly

than planned, experts say.

A reform introduced by the

government last year allows

the Ministry to use the reve-

military facilities to buy arms

properties were sold to

Annington Homes, a consor-

tium headed hy Japanese

investment hank Nomura

international which devised an

unusual financing structure

consisting of both deht and

Debt securities backed by

rental income cash flow were

sold to fixed interest investors

while other investors hoping

and equipment.

FT WEATHER GUIDE

for defence expenditure.

### give way new calm of Ulster By John Murray Brown

patrols in nationalist areas.

there had been "zero activity" by the IRA in the first two weeks of the ceasefire. Offilonger targeting security personnel or engaging in surveillance, and there was no evidence of IRA involvement in so-called punishment beatings.

attack on a hotel in county Fermanagh was hlamed on the Continuity Army Council, a splinter republican group over which security officials believe the IRA has no control.

long-term intentions than Ms Mo Mowlam, the Northern Ireland secretary. But the government has promised that Sinn Fein, the IRA's political wing, will be admitted to substantive talks on Ulster's future, beginning on September 9, if the ceasefire holds.

Police had to intervene at the weekend during the last major march of the parade season, when lovalists hriefly clashed with nationalist residents in Londonderry during

Ken Maginula becomes the first Unionist politician to nnes from sales of redundant | debate on British television with Sinn Fein. The security spokesman for

Mr Martin McGuinness, Sinn Féin's chief negotiator.

## Helmets to caps in

Troops in Northern Ireland were patrolling yesterday in regimental caps rather than helmets in a sign of reduced tensions in the province since the Irish Republican Army'e decision last month to restore its ceasefire.

The army, which has 17,000 troops in the province, said the

cials said that, unlike the activities during the last ceasefire, terrorist units were no

An attempted car bomb

minister, is understood to be more eceptical of the IRA's

Elsewhere, the ennual

internment laws passed without incident. Another shibboleth will be

Unionists, already smarting at weekend reports that the government intends to soften its stance on terrorist prisoners in the wake of the IRA ceasefire, were embroiled yesterday in an internal row as the hardline Democratic Unionist party reacted angrily to claims by the fringe loyalist

The Royal Ulster Constabu-lary has already ehed flak jack-

the light of the current assessment of the threat to the security forces". Senior security officials said

Mr Tony Blair, the UK prime

the Apprentice Boys' march. republican commemorations of

discarded tonight when Mr

have a face-to-face debate with

ets and automatic weapons for helmet decision was taken "in

Why then was CS so keen to do the deal? One theory is that it is effectively a disguised rights issue. Not only does Winterthur have about SFr4bn spare capital but further cash could be extracted by selling its unprofitable US and reinsurance arms. With a strong balance

#### Japanese equities Tokyo is getting the pain without

market for another big acquisition.

the gain. After years of underperforming the world's markets, the selling point for Japanese equities was that they were still 50 per cent below their historic peak and should ignore any corrections in New York and London. The former still holds true, but the latter must be questioned after the 4 per cent drop yesterday in response to a weaker Wall Street.

The problem is the weight of natural sellers. There are the industrial and financial corporations winding down cross-shareholdings, and life

#### THE LEX COLUMN

### Winterthur wed

FTSE Eurotop 300 index 992.1 (-5.2)

Do corporate raiders add value or just extract it? Mr Martin Ebner, the maverick Swiss financier, has certainly managed to extract some by rattling Winterthur's cage. The staid Swiss insurer would hardly have been willing to lose its independence if Mr Ebner had not threatened to take it over, sell it to a foreign group or subject it to other indignities. Since his funds started buying stock at the start of the year. Winterthur'e shares have doubled - albeit in a sharply rising Whether the deal adds value for

CS Holdings' shareholders is

another matter. The logic of putting together a Swiss leader in bancas surance is fair enough but nothing to get excited about. After all, the two groups already have an alliance. Actually merging the compapropping up balance sheets by taknies will boost the cross-selling ing what equity profits they can. Japanese retail investors have not been encouraged by the scandals at opportunities and allow some costs to be cut. But the promised annual the securities houses. And the col-lapse of Nissan Mutual has led to a pre-tax synergies of SFr300m-SFr350m after three years are not sharp downturn in new life assurhuge. Moreover, current CS shareholders will receive only 73 per cent ance policies. Foreign investors of these benefits since the deal is all have manfully supported the market. But given the weakening Japapaper. Taxing the benefits and nese economy, they concentrated applying a generous multiple of 14 on exporters, multinationals and produces value of SFr2.5hn. CS shareholders are certainly paying technology stocks. Now the yen has for the privilege: assuming Winterstrengthened, these so-called nifty stocks are tripping up. And if Wall thur would have tracked the Swiss market in Mr Ebner's ebsence, the Street falls further, US retail invespremium works out at SFr3.5bn tors may well reduce equity hold-SFribn too much. ings across the board.

Japanese valuations are low by their own high standards - indeed utility yields are more generous than bonds. But impending flotations like JR Tokai will absorb significant demand. The best reason for buying equities is the potential for dramatic economic restructursheet, CS could soon be back in the ing in Japan. But the pace of progress remains painfully slow.

#### Sterling

What is fair value for sterling? DM2.50-DM2.70 or \$1.50-\$1.60 are typical answers. And there lies a conundrum. Until last week's sharp correction, the pound was overvalned hy most standards. Now, at DM2.95 and \$1.59, it still looks pricey against the D-Mark but reasonable enough against the dollar. The veneer of sterling's overvaluetion has been stripped away and what is left is D-Mark weakness.

What then is the chance of the German currency recovering? A turn in the interest cycle - speculation which Mr Otmar Issing, Bundassurance companies and hanks eshank chief economist, has

recently fuelled - might help. But even if German rates rise modestly from 3 per cent and British ones stay steady at 7 per cent, the pound will enjoy a decent yield advantage Moreover, the main reason for D-Mark weakness is the belief that the euro will be broad and soggy. So far, there is little reason to change that view.

Jobs so Jobs so Shares

المارية المسلمة المسلم

yello Pacific up

got begins Sten

British chi.

Section .

من المستعالية

\* [2] \* - - - ·

wills unwinds US

973 is 21 ---

Martinet to the

tempanies in this

@10et\*

Special Control

200

Serie America

23

`\####

35

E-812 . 17

×1.

2.5

27.

**PE---**

. 53

Sec. 114

40/THE 24"4"

But while the D-Mark looks set to stay weak, there is one way sterling could be infected: if investors started to believe that it too would join the euro. Signing up in 1999 is not a runner, but 2001 might just be. Indeed, if the government wants to talk the pound down further, dropping hints about monetary union would be the most effective way. Even then, though, the fall ould not be big. Say the plan was to freeze the currency at DM2.60 in 2001. Given British interest rates will almost certainly be higher than German ones until then, that would imply DM2.80-2.90 today.

#### **EuroDollar**

The 60 per cent premium Mr Wayne Hulzenga's Republic Indus-tries is offering for EuroDollar sounds generous. But the 190p offer still pales against the 220p at which the UK car rental group was floated in June 1994. In those days, the UK car rental industry enjoyed the equivalent of a free lunch - it could resell used cars from its rental fleet for more than it paid when brand new. EuroDollar promised this was an ongoing feast, but proceeded to serve up a diet of profit warnings So shareholders may be grateful for any opportunity to cut their losses. That said, the global car rental husiness is undergoing changes

which will make it far more attrac tive. Having acted as distribution outlets for their owners, the hig motor manufacturers, several car rental businesses have been floated off or sold to the likes of Republic The new owners must focus on improving returns, rather than showing off the latest new model from Detroit. So that should reduce the tendency for price wars and an excess supply of nearly new cars. EuroDollar has attracted a higher multiple of sales than several simi-

lar US deals. And it lacked the financial muscle to develop an internetional network, so it was going to struggle against the higger global brands. But at a prospective price/earnings ratio of 12 Mr Huizenga cannot he accused of over-paying.

#### to gain from the capital appreciation of the underlying Progressive Unionist party properties bought the equity that the DUP had agitated securities. against a loyalist ceasefire.

#### Europe today

Most of the Mediterranean will have almost continuous sunshine, but southern Italy and Greece may have some thundery outbreaks. France, the Low Countries and the Alpine states will have another very hot day with plenty of sun, but some thunder ers are possible, especially in north-east France and the Low Countries. Meanwhile, Germany, Poland and Scandinavia will be mostly sunny and very warm, atthough a cold front will bring some showery rain to central Scandinavia. The extreme east of Europe will have quite a stiff north-easterly wind and many thundery showers.

#### Five-day forecast

Much of the Mediterranean will remain sunny and very hot, but north west theria will be cloudler and cooler with a few isolated storms over the mountains of northern Greece and Turkey. Central and north-west Europe will have e good deal of fine weather although there will be a few thundery showers. Eastern Europe will become unsettled.

	Madmum	Belfast	
	Celsius		S
Abu Dhabi	Sun 42	Beigrade	•
Accra	Cloudy 27	Berim	
Algiers	Fair 31	Bermude	
Amsterdam	Fair 30	Bogota	Tr
Athens	Sun 28	Bornbay	S
Atlanta	fair 33	Brusesis	
El. Aires	Fair 20	Budepest	
8.Ham	Fair 28	C.Hagen	
Banckok	Thunder 35	Calco	
Barcelone	Sun 26	Capa Town	

Lufthansa

Cardiff Casables Chicago Cologne Deltas Delhi Dubal Dublin Dublin Dublin

The airline for people who fly to work.

Honoksu Istanbut Jekerta Jerasy Karachi Kuwatt L. Angeles Las Palmas Lang Usbon London London LuckBourg

Sun 32 Fair 28 Sun 32 Fair 25 Thunder 35 Shower 14 Fair 27 Thunder 33 Sun 27 Sun 27 Sun 26 Fair 23 Sun 30 Fair 33

Fair 25 Sun 31 Sun 32 Fair 25 Sun 25

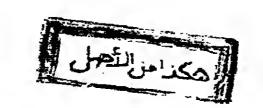
Rangoon
Reyidavik
Rio
Rome
S. Fraca
Secul
Singapore
Stockholm
Strasbourg
Sydney
Tangler
Tel Aviv
Tokyo
Toroko
Vanoouver
Venice
Venice
Venice
Weshington
Winnipeg
Zurich Fair 23 Fair 30 Fair 23 Fair 25 Sun 31 Sun 27 Fair 25

B.V. Murray & Co., Inc. NEW ISSUE Credit Suisse First Boston June 1997 RUR 700,000,000,000 Credit Suisse First Boston The Ministry of Finance of The Republic of Tatarstan acting on behalf and in the name of



The Republic of Tatarstan

20% Coupon Republican Short-Term Bonds due December 1998/June 1999



Feir 13 Fair 19 Fair 26



those 3 has been seen and the May street at the fall for Margover man Res The wint of the creat and the for the same and t But while the D-Mark land Star week there is the Bridge Country of the Countr Marino to be see the new not a turner by man be Lidered - the streets to take the proof down in Tropped and the same of the sa

Section of the second section of the second section se way. Even then thought to would be say the key to freeze the part a little 2001. Green Street Breeze will almost remainly before German over that the determinations and the determination of the second states and the second second

EuroDollar Wayne du lenges Rach STIES IS CHARACTE TO DEFE

Pomi in hearters Battle Br The THE ACTION AND AND the state of the state of the CAT TOTAL TEACHER Company of the later of the lat for the to which is put the Show His and the balance Mary Company of the same Auf Comment Lat 11 professor 540 Acres 11 150 E27 34 EE 300 (100) The second second second bereit er er abbergang & .... att... 25 CE

TO THE PERSON NAMED IN ニュー・ロニ 海草 ... (22 / <u>12</u> an de 💃

TO A CONTRACT S

: B 2

5. 10.31 60.005

. 14211290

B & North & Co. Fo.

Honda

IBCA

**ICBC** 

Horace Small

**Market Statistics** 

30.31 FTSE Actuaries share indices 32 Annual reports service Bond futures and options. Bond prices and yields. London share service Commodities prices Dividends announced, UK 24 Recent leaves, UK 36 Short-term int rates 32. US interest rates FT/S&P-A World Indices Chief price changes yesterday

| Part | 

## COMPANIES & MARKETS brother

Tuesday August 12 1997 OTHE FINANCIAL TIMES LIMITED 1997



IN BRIEF

#### Jobs sold his shares in Apple

THE LITCHFIELD

GROUP

OF COMPANIES

WORLDWIDE NETHER HEAGE, DERBY,

Mr Steve Jobs, the co-founder of Apple Computer, sold all but one of his Apple shares in June. The sale came just two months before last week's surprise alliance between Apple and Microsoft and the boardroom shake out, moves . which have boosted Apple's share price. Page 22

Daimler takes control of Debis unit Daimler-Benz, the German motor group, has paid about DM300m (\$162m) for the 19.6 per cent stake owned by Cap Gemini, the French software consultancy, in Debis Systemhaus, Dalmler'e information technology business. Page 20

Further casino licence for Ladbroke The fast pace of change in the £1.7bn (\$2.77bn) London casino market was underlined yesterday when Ladbroke, the Hilton botels and betting group, was granted a licence to operate a fifth London casino. Page 23

Metro Pacific up 46% Metro Pacific, the Philippine flagship of Hong Kong-based First Pacific, lifted first-half net profits 46 per cent from a year earlier to 574.4m pesos (\$20.2m), mainly as a result of gains at its property and telecoms affiliates. Page 20

SPCC begins \$1bn expansion scheme Southern Peru Copper Corporation has . embarked on a \$1bn-plus two-stage expansion. programme, boosted by good first-half results. The investment by SPCC - one of the world's 10 largest copper mining companies - is enormous by Peruvian standards. Page 22

UK move by Générale des Eaux Shares In Leigh Interests surged 23 per cent after General Utilities, a subsidiary of Générale des Eaux, said it had approached the UK waste management company.

Saville unwinds US joint venture Savills, the international chartered surveyor, has abandoned its US-based joint venture with the Galbreath Company following Galbreath's acquisition by a potential competitor.

Companies in this issue						
ABN Amro	20	Lactorolog				
Acer · · ·	4	Lagend				
Alpha Credit	20	Leigh Interest				
Apple Computer	22	MMC				
Archer Daniels Molind .	. 22	Marley .				
Arthur Andersen	18	McKinsey				
Asarco	22	Matro Pacific				
Assurances Generales	. 2	Microsoft				
BASE	22	Munters				
BG ·		Namold				
BP	. 7.	NatWest Markets				
BT 3		New Atrica Inv.				
Bank of America	-	Nissan				
CBE	22	Nokia				
Cap Gemint	20	PacificCorp				
Chinatrust -		Pernex				
Citibank	20	Peugeot-Citroen				
Commercial Union		Premier Famell				
Commerzbank	20	Proton				
Compag	4	Prudential				
Continental		Reader's Digest				
Credit Suisse 21, 1	; 18	Renault				
Daimler-Benz	20	Republic Industries				
Deols	20	Robbins				
Deutsche Bank	20	SBC				
Digital Equipment	22	SPCC '				
Eskom	24	Samsung Electronics				
EuroDoffer 23, 19	18	Schikendaz				
Flat	2	Sol Mellá				

22 St James's Place 23 Standard Chartered 23, 20 Talehin Int'l Bank 20 The Energy Group 4 Toshiba 23 Toyota . 22 UBS

4 Winterthur 20 Yamaicht

http://www.FT.com

### Continental results receive big boost tinental General Tyre, the US

in Frankfurt

Tyre manufacturer's pre-tax profits increase by 73%

Sharp cuts in costs helped Continental, the world's fourth largest tyre manufacturer. increase pre-tax profits for the first half of 1997 by 73 per cent to DM208m (\$118m).

The result is the clearest evidence yet of the success of the German group's amhitious restructuring plans. Sales were buoyed by the weakness of the D-Mark against other currencies, rising by 5 per cent to DM5.35bn.

"These are quite excellent figures. The company has done an excellent job in restructuring," said Mr Georg Sturzer, analyst at Bayerische Vereinsbank in Berlin.

tively to the results, driving the Czech Republic. the share price up to DM50 by the close of trading in Frankfurt - up DM2 on the day.

by Continental's chairman, Mr ries. Hubertus von Grünberg, it is transferring production from plants in Germany and westcountries such as Portugal and cut costs at one of its Hanover the US, where labour and other costs are cheaper.

Last year Continental closed shift half its car tyre produc- about 11 per cent. tion out of Germany to facto-

Investors responded posi- ries in France, Portugal and nies, Continental is moving to high production and labour At the same time it has

negotiated more flexible wage

agreements with its workforce As part of a restructure led at struggling German facto-Continental introduced a ground-breaking labour agreement last month, including an ern European countries to increase in working hours to

The deal has followed heavy joh losses across the group plant in Ireland, and last over the past four years with month announced plans to staff numbers declining by

factories by DM35m a year.

catch up with international competitors, advantaged by flexible and cheap labour. Continental said it predicted

a "significant" increase in net profit for the year. Net profit last year reached DM192.5m. In a statement, the company said it expected sales to reach about DM11bn by the end of the year.

In its car tyre division profits before interest and taxes rose to DM144m in the first balf from DM117m in the same period last year.

But the troubled truck tyre division - which is exposed to for the group's prospects, Con- environmental protection.

costs and is the focus of restructuring - recorded a fall in profits before interest and taxes to DM3m from DM6m last year.

The Continental board is expected to decide whether to close one of the company's three truck tyre factories this autumn - in Germany, Belgium or Austria. But a company official said yesterday that staff at the factories were willing to strike more flexible

wage deals to match the recent deal reached in Hanover.

division which has been a drag on the company since it was acquired 10 years ago, posted a profit before interest and taxes of DM63m, up sharply from DM39m last year.

ContiTech. the industrial products operations, recorded profits before interest and taxes of DM127m, up from DM103m the previous year.

The group said the results were partly due to the success of new product lines.

Meanwhile, Continental said the European Commission had given assurances that it would not block its planned venture with Michelin, the French tyre group. The groups plan to Perhaps most significantly co-operate in areas such as

#### Republic **Industries** in £95m deal to buy **EuroDollar**

By Roger Taylor in London

Republic Industries, the acquisitive US company run by Mr Wayne Huizenga, yesterday announced a recom-mended £95.1m (\$155m) bid for EuroDollar, the UK car rental

Republic is the third business built up by Mr Huizenga, its chairman, whose earlier enterprises include a waste management company and the Blockbuster . video rental chain. The move marks a significant international expansion by the company, which has already created the secand-largest car rental group in the world by acquiring five US companies including National Car Rental Systems and Alamo Rent-A-Car.

period of rapid change in the car rental business which has seen carmakers such as Ford and General Motors sell all or part of their holdings in the 32 sector.

Republic is paying cash from its own resources and will also take on EuroDollar's debts of about £118m.

The price of 190p a share represents a premium of 60 per cent to last Friday's closing price of 118%p but is below the 220p at which EuroDollar was floated in 1994. The share price collapsed to a low of 67p in 1995 after several profits warnings following falls in the price of used cars. EuroDollar shares closed yesterday at 188p, up 69%p. EuroDollar yesterday announced a 2.5p interim dividend conditional on acceptance of the offer.

Mr Geoff Corbett, head of Republic's European car-rental arm, said EuroDollar's management would remain in place. Republic aims to include EuroDollar under a new global brand.

Measured by a ratio of price to sales of close to one, analysts argued the deal looked expensive. EuroDollar had sales of £107m last year - 15



by Schroders, began talks with cent of the company in the Republic when it decided to market.

European franchise operations. EuroDollar's management. which owns 13 per cent of the per cent of the UK market. company, has given irrevoca-However, on the basis of a pro-ble undertakings to accept the

spective price earnings ratio of bid. Merrill Lynch, which is 11.8, analysts said the deal advising Republic, yesterday appeared to offer better value. said it had bought shares rep-EuroDollar, which is advised resenting a further 29.6 per

look for a new US partner after becoming dissatisfied with its link-up with Dollar in the US.

Republic said yesterday it and distribution, last year would seek to end Euro- failed to agree the takeover of Dollar's relationship with Dol- ADT after a fall in its share lar, but was happy with its price. In afternoon trading yes-\$23% to \$23%.

> Lex, Page 18 Trying harder, Page 23

### Thriving Incentive seeks listing for air control arm

By Greg Mctvor in Stockholm The group's main business is we are moving in, but we have

ily, is to step up its rapid strategic restructuring by seeking Skr709m to SKr776m on sales lunds military vehicle
a stock exchange listing for its up from Skr5.4bn to SKr6.3bn operations, he added. Several

half-year profits, follows a SKr11.7bn. The improvement despite Gambro's \$1.5bn acquistring of disposals in the past was attributed to a SKr11.1bn sition in May of Vivra, a US three years. During that time the group has transformed the sale of shares in ABB, the Net debt was reduced by itself from an investment com- Swiss-Swedish engineering SKr24bn to SKr7.9bn, helped pany to one focused predomi- group. nantly on medical technology. - Munters, a leading global supplier of air moisture consales of SKr2bn (\$253m), to push ahead with the strate pre-tax profits.
around 1,800 employees and an gic realignment. Gambro's ope operating margin of about 10

per cent. Incentive's decision to with technology and healthcare. cutting drive launched a year draw from the business Eighty per cent of incentive's ago started paying off. Mr Lilpleased investors, with the current revenue had been ius stressed that Vivra was most-traded A shares rising 4.6 added in the past three years. performing in line with Incenper cent, or SKr32, to SKr731. "Clearly that is the direction live's expectations.

Gambro, one of the world's not set a time limit [for other Incentive, the industrial group leading renal care specialists. disposals] "Mr Lilius said. of Sweden's Wallenberg fam. It reported a rise in pre-tax Incentive was avaluating dif-

Munters air treatment division.

The move, which came as gains related to share sales, Incentive reported a big rise in and rose from SKr2bn to gain stemming mainly from

Mr Mikael Lilius, Incentive's

He said 70 per cent of sales nevertheless rose from 11.9 per already came from medical cent to 12.5 per cent as a cost-

potential purchasers were interested. The group said its financial

position had strengthened. kidney dialysis clinic operator. Swiss-Swedish engineering SKr24bn to SKr7.9bn, helped by the ABB share disposal.

Vivra, incorporated in Gamchief executive who has spear- bro from June 1, had a slight headed the company's trans- positive effect on Gambro's trol equipment, has annual formation, signalled he wanted operating profits but diluted

Gambro's operating margin

### Huizenga seeks foreign growth in car rentals Reader's Digest seeks chief

By Tracy Corrigan in New York

Reader's Digest Association, the troubled publishing company, is seeking a new leader, following the resignation of its chairman and chief executive, Mr James Schadt.

The company yesterday described Mr Schadt's departure as "mutually agreed" and has formed a committee to find a successor.

In the interim, Mr George Grune, who served as chief executive officer from 1984 to 1994 and retired as chairman of the board in 1995, will act as chairman and chief executive officer. Mr Grune's temporary appointment should ensure "a smooth transition process", one analyst said. Reader's Digest shares rose and, as its shares slid. & Howell.

by 13 per cent to \$28% following the announcement yesterday, on hopes that the change could signal a shift in the company's fortunes. Even after yesterday's rally, the sbares are roughly half their 1992 value.

Mr Grane led the transformation of the company from private entity to public corporation, the company said yesterday. During that time reve-

nues doubled and operating profit increased. However, in 1994 revenues dipped, partly because customers were tired of junk mail and sweepstakes competitions. Mr Grune and Mr Schadt came np with a plan to rebuild customer loyalty and also reduced costs by entting jobs. However, the

investors became impatient Commenting about yesterday's share price rise, Ms Linda Bannister, an analyst at investment bank Edward Jones, said: "1 tbink people are anticipating a turnaround and had been for some time." She said the company had been finding it difficult to lure younger readers, but "they are making some progress." Following heavy job losses, a lot

of the fat has probably been

cut she said. The committee to find a successor will be chaired by Mr James Preston, chairman and Products, and will include Mr Walter Shipley, chairman and chief executive officer of Chase Manhattan and Mr William White, chairman of Bell

### Ukraine issues \$450m eurobond

company failed to respond

By Edward Luce in London

Ukraine yesterday made its debut on the international capital markets with a \$450m

veek negotiated a \$700m standby loan with the International Monetary Fund, is planning to raise a further \$1bn in

opportunity for investors to obtain sovereign exposure to Ukraine in standard eurobond format," said Mr Dan Jeckson,

Officials said some investors grade. had been unable to buy the

The country, which last issue later this year.

special permission to invest in market bond offerings unrated paper. "It has clearly been a little difficult for some "This issue presents the first of the bigger funds to buy this [bond] because it is unrated," said one banker in London yesterday.

a managing director at to get a rating of around Ba2 measures interest payments as Nomura, the Japanese securi- from Moody's and BB from a proportion of export receipts ties house which underwrote Standard & Poor's - two - is below 10 per cent com-

However. officials at ket borrowers.

bond because Ukraine had not Nomura said many investors yet been swarded a credit rat- were impressed with the high ing by international rating yield on the one-year bond which offered a spread of 3.25 Ukraine has requested a rat- percentage points over Libor ing before its first Samurai - the rate at which banks lend or yen-denominated - bond to each other. This is among the highest rates available to Many fund managers require investors on recent emerging

> Bankers added that investors bad been reassured by improvements in Ukraine's economic position.

foreign debt with relative ease. The markets expect Ukraine Its debt service ratio - which notches below investment pared with more than 20 per cent for many emerging mar-

This advertisement appears as a matter of record only



acted as financial adviser to



on the

£85.5 million recommended offer

by

Abrasives PLC

a wholly owned subsidiary of

Compagnie de Saint-Gobain

Hambros Bank Limited 41 Tower Hill, London EC3N 4HA. Tel: 0171-480 5000 Regulated by the SFA

#### COMPANIES AND FINANCE: INTERNATIONAL

### Wooing the Taiwanese consumer

Foreign and domestic banks are targeting an increasingly affluent population

ompetition is hotting up in Taiwan banking as a host of domestic and foreign banks attempt to attract the longneglected bnt increasingly affluent consumer.

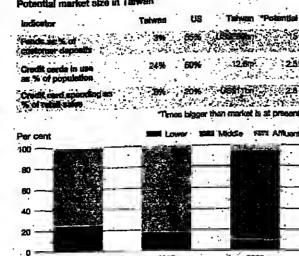
"Taiwan has a rapidly expanding middle class, and those are the people wbo fuel economic growth after industrialisation," says Mr Craig Walling, head of Citibank'a consumer banking operations in Taiwan. "As well as our traditional retail ses, we see opportunities in mutual funds. insurance and pension

Among other foreign banks in Taiwan, Standard Chartered moved into consumer banking several years ago, followed by HSBC two years ago and Bank of America last year. ABN Amro, of the Netberlands, recently announced plans to use Taiwan as a launch pad for its consumer banking business in Asia, with a start scheduled for October.

Taiwan's financial sector bas been liberalised substantially since the early 1990s. bringing in tougher competition and better services. But as companies increasingly turn to capital markets to raise funds, it is consumer banking that has seen the greatest growth.

'In corporate finance, com-

Taiwan's solid middle class



Chen, president of Taishin International Bank. "At the same time, growth in consumer activity is much higher than in wholesale."

Taishin was one of 16 new banks to set up in 1992, after the finance ministry handed out a raft of banking licenses following a freeze lasting The sudden emergence of

the 16 "new banks" - plus two trust companies allowed gins are low," says Mr Julius industry. Since the corporate bank - and has recently pio- Cheques are not widely

Other banks are watching

to see whether the experiment succeeds. The timing is certainly right, as are the fundamentals.

Half of Taiwan's 21.57m population is below the age of 30. Eighty-five per cent of the population is middleclass, and many are in the "nest-building" phase, when they want to improve their standard of living and need credit to do so. The savings rate is 25 per cent, down from 36 per cent a decade Per capita gross national product is forecast to hit US\$13,668 this year but this does not account for the underground economy estimated at 40 per cent of the official one.

Fundamental cultural shifts are also taking place. "Until recently, most Talwanese prefered to pay cash, even to buy a house," says Mr Chen. "But the basic philosophy is changing dramatically, especially among yonng people. They stili have the traditional strong savings ethic, but are willing to use more sophisticated means to buy a car or other items to improve their quality of life."

Taiwanese are very accept-

control of neered unsecured consumer used, so Taiwan will leapfrog from cash to paperless trans-**Debis unit** 

Daimler-Benz, the German motor and industrial group,

has paid about DM300m

(\$162m) for the 19.6 per cent

stake owned by Cap Gemini,

the French software consul-

tancy, in Debis Systemhaus.

Daimler's information tech-

The move - which was

widely expected - ends the

period of official co-opera-

tion between the German

group and Cap Gemini,

although the two have

vowed to continue to work

The sale, which was announced yesterday in

Paris, gives Daimler 100 per

cent of Dehis Systemhaus,

which is part of Daimler-

Benz Inter-Services (Debis).

the group's financial ser-

vices and mobile telecom-

The move was anticipated

after Daimler-Benz last

month sold its 24.4 per cent

wanted to concentrate on

The company stressed at

the time that Daimler and Cap Gemini would continue

to work together, but that

full share ownership was

not necessary for co-opera-

In addition, Debis said the

move to break the official

link with Cap Gemini would

allow the German group's

IT division to compete more

markets.

freely in international

This was because there

was previously an agree-

munications division.

together in some fields.

nology business.

Although the new and foreign banks have a head start, the state-run banks are By Graham Bowley also keen to capture the conin Frankfurt

However, Mr C. C. Chen, bead of retail business at International Commercial Bank of China, the most progressive among the statebacked banks says: "We feel very strong pressure from the multinational banks. Consumer banking is dependent on systems, technology and marketing. In the long run it will be difficult to compete with the multinationals."

The old banks are not geared to serve the individual, and bankers estimate it will take them at least five years to get up to speed. "Consumers have been taken advantage of," says Mr Chen, "They bave been subsidising the corporations all thesa

When the government loosens curbs on marketing of mntual funds, pension stake In Cap Gemini to CGIP, the French holding funds and insurance, Mr Walling expects those areas company, for about to "explode". Some of the DM1.4bn. It said then it growth will be returning flight capital, but most of it will come from savings and the expansion of its own IT activities.

Laura Tyson

#### **Daimler** INTERNATIONAL NEWS DIGESTtakes full

### Sol Meliá ahead 35% at halfway

Sol Melia, the Majorca-based hotel group which last year became the first company in the Spanish tourism business to be quoted on the stock market, lifted first-half net profit 35 per cent to Ptal.87bn (\$11.9m) as it continued to expand its international network. However, the increase was below some market forecasts and the shares closed 2 per cent down yesterday at Pta5,820, compared with a Pta2,700 issue price when Sol Melia was floated last July.

Analysis expected a strong Spanish summer holiday ason to bring a further surge in earnings growth in the second half. They also saw the group gaining from the recent strength of the US dollar, since about 20 per cent of its revenues are linked to the currency. The group, which leads the sector in Spain in both city and resort hotels. lifted first half revenues 17 per cent to Pta5.55bn.

Since the beginning of the year tha group has added 15 hotels in Latin America, Asia, North Africa and Spain, bringing its total to 215. It said the results of its expansion, which had moved it up from 15th to 14th place among international botel groups, would be reflected over David While, Madrid the next few months.

■ GERMAN RETAILING

#### Banks sell Karstadt stake

Deutsche Bank and Commerzbank have sold a combined stake of just over 20 per cent in Karstadt, the retail concern, to Schickedanz, the privately owned mail order and banking group. The deal is a further move by German banks to shed some of their industrial holdings and could foreshadow greater restructuring in the retail sector.

Karstadt said it planned to co-operate with Schickedanz in strategic alliances, although it did not give details. Analysts said joint purchasing and a pooling of efforts in mail order expansion, especially abroad, were likely areas where the two could work together. Karstadt, whichreported virtually unchanged first half sales of around DM5.5bn (\$3bn), owns the Neckerman mail order operation, as well as department stores under its own and the Hertie names, and travel agencies. Schickedanz owns the Quelle mail order company – Europe's largest – which is also involved in television home shopping, and Quelle-Bank, a direct bank. It recently agreed to sell Noris Verbraucherbank, which specialises in standardised loan and investment products, to Bayerische Vereinsbank.

Andrew Fisher, Frankfur

■ GREEK BANKING

#### Alpha Credit climbs 54.5%

Alpha Credit Bank, the higgest private Greek banking group, raised consolidated first-half pre-tax profits 54.5 per cent to Dr47.4bn (\$163m), slightly above analysts' forecasts. The bank said net interest income increased 36.8 per cent, while income from commissions and fees grew 36.2 per cent. Staffing costs were cut to 21 per cent of revmues from 25 per cent for the same period last year.

Lending grew 37 per cent to Dr1,087bn in the first half. making Alpha the third-biggest lender in the Greek market, while deposits were up 16 per cent at Dr2.000bn. Alpha this year targeted small and medium-sized Greek companies for the first time in a drive to increase market share. It has cut lending rates for working capital by more than 3 percentage points since the start of the year and has introduced fixed-rate mortgages to the Greek

#### SOUTH AFRICA

### NAI drops Nafhold listing plan

New Africa Investments, South Africa's largest black-controlled company, yesterday dropped plans to list Nafhold, its financial services subsidiary, on the Johannesburg

Mr Jonty Sandler, chief executive, said the company iary by swapping non-voting New Africa shares for the 32.7 per cent of Naihold held by minorities. The company would swap 426 new non-voting shares for every 100

Nafhold shares in a deal worth about R600m (\$82m). The deal will double New Africa's market value to more than R3bn (\$642m), and transform it from an investment trust into a diversified conglomerate with effective control of its underlying assets. It will dismantle the Nathold "pyramid" structure which houses the group's financial interests, and increase its direct stake in Metropolitan Life, the leading insurer in the black consumer market, to 34.9 per cent. However, the new structure was unlikely to be permanent, said Mr Sandler. New Africa would continue to expand, although "the pace is to a large extent determined by what major assets are being made avail-

able in the South African economy". New Africa also has interests in African Merchant Bank formerly DLJ Pleiade, and a significant stake in Johnnic, the beer-to-newspapers conglomerate acquired last year from Anglo American. South Africa's biggest company. The group planned to list African Merchant Bank on the JSE by March next year, via a private placing of shares worth R300m. It is also poised to take joint control of Gold Fields of South Africa.

#### now bolds a 25 per cent share of credit cards in issue ing of new technology, belpto convert into commercial - about the same as Chinaing consumer banking to hanks - injected mucbdevelop much faster than it needed competition into the trust Commercial Bank, petition is fierce and mar- country's stagnant banking Taiwan's leading non-state has in the US or Europe.

Shares in Leigh Interests surged 23 per cent yesterday after General Utilities, a subsidiary of Générale des Eaux, said it had approached the UK waste management

An offer for Leigh, which has a market capitalisation of about £100m (\$158m), would be a further step in the French group's expansion into the UK.

The utilities, construction and communications con-

.NEW ISSUE

UK over the past decade, its one's bid for it before." UK operating companies employ about 22,000 and together had a turnover of £1.7bn last year, about 9 per cent of the group total.

Shares in Leigh, which bave underperformed the market by about 75 per cent 1461/2p on the news.

"CGE has recently been streamlining its operations and making disposals," said an analyst. "But Leigh fits in well with its businesses. Even after yesterday's rise, the price doesn't look demanding, I'm surprised no

Générale des Eaux unit in UK move

lending business was domi-

nated by the huge state-run

financial institutions, the

newcomers aggressively pur-

sued the consumer. "A large

number of products became

available to middle-market

consumers for the first

time," says Mr Walling, at

mortgage loans, car loans

and credit cards. Citibank

Those products include

Citibank.

General Utilities, which groups CGE's majority interests in four UK water suppliers, said it did not yet know if discussions would lead to an offer being made,

Leigh said the only con-

tact between the two companies by yesterday afternoon was a telephone call on Sunday following after press reports saying General was planning an approach. No talks between the two companies had been scheduled. Leigh made pre-tax profits

of £7.12m last year compared with a £9.57m loss in 1995-96,

This announcement appears as a matter of record only.

**SUMITOMO SPECIAL METALS** 

CO., LTD.

(incorporated with limited liability in Japan)

¥15,000,000,000

¼ per cent. Convertible Bonds due 2004

convertible into shares of common stock of Sumitomo Special Metals Co., Ltd.

ISSUE PRICE 100 PER CENT.

Daiwa Europe Limited

Salomon Brothers International Limited

Sumitomo Trust International plc

Morgan Stanley Dean Witter

Cresvale Far East Limited

Dresdner Kleinwort Benson

D. E. Shaw Securities International

Sumitomo Finance International plc

Nikko Europe Plc

Barclays de Zoete Wedd Limited

Deutsche Morgan Grenfell

SBC Warburg

It has a profitable dry waste and landfill business which accounted for half of last year's turnover of £115.1m. It also has an opensince its planned acquisition cast coal business and a lossmaking chemical and clinical waste operation.

More than 30 per cent of Leigh's shares are beld by three institutional investors - Fidelity. PDFM and Deutsche Morgan Grenfell. Générale des Eaux already

bas two UK waste subsidiaries with combined turnover of about £150m. Onyx

after a £15.8m restructuring UK operates in refuse collection and street cleaning while Onyx Aurora treats and disposes of waste. An offer for Leigh would be CGE's first bid in the UK

> of Mid Kent Holdings, a ment to limit competition between the French and water supply company, was blocked by the UK competi-German husinesses in martion authorities earlier this kets such as France and the CGIP, which already in a £1.1bn deal, it recently

> owned 20 per cent of Cap Gemini, nsed the sale by sold its French and UK bealtbcare and bospital Daimler to raise its stake to interests to management 30 per cent and sold the teams backed by Cinven, the UK fund management tional investors.

### Metro Pacific advances 46%

By Neri Tenerlo In Manila

Metro Pacific, the Philippine flagship of Hong Kong-based First Pacific, lifted first-half net profits 46 per cent from a year earlier to 574.4m pesos (\$20.2m), mainly as a result September or October. The of gains at its property and telecoms affiliates.

per cent, from 12.26 centavos last time to 16.79 ceotavos. The company said property development "continued

to provide excellent returns". It added that it bad increased its bolding in a consortium investing in the

Fort Bonifacio project, Manila's largest property development, and would operator's initial public project to 56 per cent.

Metro said second-balf prospects looked brighter, owing to the additional interest in Bonifacio Land Corporation and to Smart's IPO, which is scheduled for

in revenues, from 2.64bn pesos to 2.19bn pesos. The company attributed the fall partly to the restructuring of

acquire a bigger stake in in Bonifacio Land, which Smart Communications as raised Metro Pacific's interpart of the mobile phone est in the Fort Bonifacio

## offering later this year.

Earnings per sbare rose 37

mobile phone provider will offer about 400m shares at between 12-20 pesos a share. The profits advance came despite a 17.2 per cent drop

its packaging business. Total assets grew 350 per cent, from 21.4bn pesos to 96.2bn pesos, largely as a result of the purchase in

### Total return amounted to 69 percent for the 12-month period ending June 30

INTERIM REPORT JANUARY-JUNE 1997

here include Astra, Incentive, Scanla, incentive, Scanla, incentive, Scanla, incentive, Scanla, incentive, Scanla, incentive, SKF, WM-data, SAS, OM Gruppen, VA and Electrolius, its largest characteristics.

Investor AB is based in Stockholm, with of-fices in Hong Kong, London and New York.

Investor's total return in the most recent 12-month period up to and including June 30, 1997, amounted to 69 percent.

 During the first half of 1997, purchases were made and an agreement on acquisition of shares was concluded for a total of 10;339 million kronor within the framework of Investor's main holdings. Of this, 6,368 million kronor accounted for the acquisition of shares in ABB; effective from and with payment due January 1998, and 2,806 million kronor accounted for the purchase of shares in S-E-Banken.

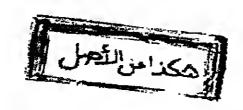
The value of Investor's main holdings as of June 30, 1997, was 88,214 million kronor. On August 4, the value was 90,098 million kronor. The increase in value of the main holdings over the period was 25 percent

Investors net worth on June 30, 1997, amounted to 97:316 million kronot, or 487 kronor per share. On August 4, the net worth was 99,200 million kronor, or 496 kronor per share.

 In June. Investor's jointly owned company Saab Automobile unveiled its new model, the Saab 9-5. The new model will begin sales in all markets in the fall. except in the United States, where sales will begin at the beginning of 1998.

www.investor.se

INVESTOR AB 5-103 32 STOCKHOLM TELEPHONE +46-2-614-20-00 FAX +86-8-614-24-50



boardroum: c: com. Commercia USD 150,000 Roating Rate

M. H. W.

2 may 275 - 11

ested for a nector

gainst Swittle --

est Afrer North

Printed 1-4-12-1

he thought a second

making 2

the backed dist

Mr Eber . ....

dag if ::- ··

grave been a un in.

DEEL Wiston, V.-

district of LTT-11

Mr Peter 502 1

wine are the a

of Switzerland - 2:

good, Mr Ecc-- 22+

m entrider direction

directors c

THE DE WILL WITH

★安田 25 (17 (a)

Betes ≕id :::

daren dit brestment fund - 1

the states stull NECT

Vision viz:

Accaes. But until T #212 215 1 ... .

h 1985.

emblishmen:

manifum Vige 🚊 COMMERZ

## MAL NEWS DIGEST

TUESDAY AUGUST

aca-passed proses ato to apply 6 impany is the spann white er the tional new or and a long to

e when So Made to the LSDay, 55 THE SECTION AND ADDRESS OF THE PERSON ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF to 215 72 .... Marie 12 The second second Particular for the second seco

EYAILING. Karstadt stake

Carried Carried Bala. Trans. the annual control of the second 10th The same of t The state of the s efrett fin ... - entrett zeite A DUNCTURE THE PROPERTY OF 1. ... - ...  $Y_{i}, \underline{Y}_{i}$ white the same of d to water and a services 1 17 19 1 E WAS 1 and the contract of total printer of the contracting

adit climbs 54.5% 

SETA F 1- 1 - 1 - 1 - 1 WELLES



#### COMPANIES AND FINANCE: WINTERTHUR-CREDIT SUISSE MERGER

### Agreed takeover puts Credit Suisse at the top

Credit Suisse's proposed acquisition of Winterthur will finally settle the long simmering dispute over which of Switzerland's big three banks - Credit Suisse, Union Bank of Switzerland and Swiss Bank Corporation - is the market leader.

Credit Suisse yesterday underlined its recovery following last year's hig restructuring by announcing a 70 per cent rise in first-half net income, to SFr1.4bn (\$588m) and a return on equity of 17 per cent.

The 26 per cent growth rate in net operating income, to SFr8.1hn, was nearly twice as strong as at Union Bank of Switzerland, its arch-rival, which reported its first-half results last week. third higher than at UBS,

half net profits are still some

wished for a better birthday pres-

establishment, he has finally

helped precipitate a deal which

few thought possible a year ago -

making a killing for investors

always been a thorn in the side of

Switzerland's corporate establish-

ment. Whereas Mr Rainer Gnt,

chairman of Credit Suisse, and

Mr Peter Spälti, chairman of Win-

terthur, are regarded as members

of Switzerland's great and the

good, Mr Ebner has always been .

an outsider. After falling out with

directors of Bank Vontobel,

he set up his own bank, BZ Bank,

He has made a lot of money for

sbarebolders in his stable of

where he was head of research, basket.

who backed him.

April 1990: Credit Sulsse offers to merge with Union Bank of July 1996 Credit Susse announces restructuring to save SH/700m a
year 5,000 jobs cut. Swiss branch network reduced by 40 per cent Q. March 1997: Credit Sulese reports SFr2.6on net loss for 1997 as a Q April 1997: Witterthur hires Mr Thomas Welleuer, a McKinsey racitization of colleague of new Credit Suisse chief Mr Lukas Muhiemenn to take over as chief executive from January 1998

Q. May 1997: Mr Martin Ebner, Switzerland's best-known corporate precision, auxidiances that he has a 14.5 per cent stake in Whiterthur -Q. July 1987: Mr Boner Increases his stake and discloses that Swiss Re. stand's biggest insurer, has bought 5 per cent of Winterthus

ning Switzerland's higgest with the result that its first-

**Corporate raider** 

gets birthday wish

Mr Martin Ebner, Switzerland's the banking establishment by best-known corporate predator, is acquiring Bank Leu, a Swiss pri-

52 today, and ha could not have vate bank, but was outman-

ent. After years of struggling see. He then turned his attentions

against Switzerland's financial to Union Bank of Switzerland, the

Mr Ebner, who is worth more the bank's efforts to simplify its

investment funds, which include get. Credit Suisse and Winterthur

the successful SFr7.3bn Pharma acknowledged yesterday that

Roche). But until now efforts to merger plans after Mr Ebner sent

make his voice heard in the his shareholders a letter at the boardrooms of corporate Switzer- weekend backing a deal.

clargely invested in they had had to bring forward

than SFribn (\$434.7m), has share structure.

in terms of profit and capital Switzerland's most senior Mr Rainer Gut, 65, who strength it still lags behind. banker, has achieved his However, Credit Suisse's has headed Credit Suisse Mr Gut tried last year to dream.

That was rehuffed, howway behind UBS, which took UBS some time ago, but thur as a sign that Mr Gut, isation of SFr40bn.

The market capitalisation of the combined group, at more than SFr50bn, will be comfortably ahead of UBS. in 1998. Prior to last year's restructuring. Credit Suisse to 3.7 per cent. had never earned more than SFr1.7bn and in the last few years its profits have hovered around SFr1.3bn. reported net income of

SFr507m and Credit Suisse adding just under SFr100m of after-tax synergies in 1996 the first full year of the merger - the combined group would increase its net profits from SFr3bn in 1997

last year but indicated yes-

to SFy3.5bn in 1998. Credit Suisse stressed that analysts' estimates, but they give an indication of the goals its new management team, under Mr Lukas Mühlemann, is shooting for. Winbased on analysts' estimates. equity of SFr5.2hn and Suisse's executive board.

SFr15.8bn, giving the comterday that 1997 earnings bined group an equity base could be of the order of of SFr21bn and strengthen-SFr2.4bn, rising to SFr2.7bn ing Credit Suisse's equity to asset ratio from 3.1 per cent

Credit Suisse will continue to operate Winterthur as a separate legal entity and both sides stressed there lo 1996 Winterthur would be relatively few job losses. The biggest part of the estimated SFr350m synsuggests this could rise to ergies will come from reve-SFr620m in 1997 and nue increases, rather than SFr730m in 1998. After cost-cutting. Mr Peter Spālti, Winter-

thur chairman, went to some lengths to stress that Winterthur was merging with Credit Suisse rather than these figures are based on chairman of the enlarged

being taken over. He remains chairman of Winterthur, and becomes first vicegroup. Mr Thomas Wellauer, hrought in from McKinsey & Co as chief executive designate, will take over at Winterthur in October and terthur has shareholders' become s member of Credit Maverick financier and McKinsey man meet again as Credit Suisse moves to secure Winterthur

#### Bank sees no impact on Swiss Re link

By John Gapper, **Banking Editor** 

Directors of Credit Suisse insist the Winterthur takeover will not disturb its relationship with Swiss Reinsurance, the co-owner of its highly-profitable derivatives sphsidiary, Credit Snisse Financial Products.

Ownership of CSFP is more complex than that of other Credit Suisse divisions. This is one reason why the derivatives arm is further detached from its investment banking arm, Credit Suisse First Boston, than is the case elsewhere.

A restructuring of CSFB completed this year - to include the group's lending to large companies did not include a full integration of CSFP.

Directors say that tha Winterthur acquisition equally does not require a change of ownership.

They also point out that Mr Ulrich Bremi, the chairman of Swiss Re, sits on the board of Credit Suisse, and has been privy to the Winterthur purchase. This is regarded as a signal that Swiss Re is happy with the

direct insurance business within a Mr Richard Thornburgh. Credit Suisse finance direcbe no effect on CSFP's own-

The company, Reinsurance Finance Company, was Re on its core reinsurance Swiss Re and Winterthur to operations and left shortly after help companies cover risk pulling off one of the biggest rein- from investment and project Analysts expect conver-

overseeing a shake-up aimed at ment services offered improving the bank's ailing per- by general insurance compa-

However, there was no

"That sort of thing

## Moves that drove the shares Winterthur, share price (SFr) ٥

operating expenses of since 1982, has long har-achieve his goal by offering SFr5.1bn are nearly one-boured the ambition of run-to merge with UBS. banking group. In terms of ever, and some will see yesassets, Credit Suisse over- terday's deal with Winter- which has a market capital-

land have gone largely unnoticed.

A few years ago he tried to join

ocuvred by Mr Gut's Credit Sui-

country's most powarful bank,

where be is the biggest share-

holder. He conducted a high pro-

file campaign to oust Mr Robert

Studer, UBS chairman, and block

UBS was the worst performing

hank share in 1996 and has con-

tinned to lag behind the sector

this year, casting doubt on Mr

Ebner's indement. When he

announced in May that he had

taken a 14.5 per cent stake in

Winterthur, it was interpreted by

some as the act of a man who put

Since then, Mr Ehner has

behaved like a US corporate

raider, dropping heavy hints that

Winterthur was a takeover tar-

most of his eggs in the wrong

In an attempt to reassure investors that the acquisition of Winterthur was not just a question of getting higger, Credit Suisse took the unusual step of indicating what its earnings might look like in 1997 and 1998.

### Rescuer who was waiting in wings

By Christopher Adams

Ask Lukas Mühlemann, the cigar-smoking chief executive of Credit Suisse, bow often history repeats itself. He might say at least twice.

Switzerland's biggest banking group beat off Mr Martin Ehner for control of Bank Leu in 1990 and appears to have done it again with Winterthur. While Mr Ehner hustled around the big insurance group. Mr Mühlemann was waiting in the wings. He emerged yesterday as a sort of "white knight", snatching Winterthur from Mr Ehner's advances.

How long that image will endure is likely to be determined by his often provocative management style. Analysts say he has a track record for challenging conventional wisdom.

Mr Mühlemann, 47, is an outsider to both hanking and insurance. One of a small group of Mckinsey-bred management consultants at the top of the Swiss financial services industry, he started as a systems engineer Harvard. He made his name by McKinsey in Switzerland, was I am not going to start restructuring Swiss Re, the appointed to succeed Mr Peter adjusting my earnings esti-world's second biggest reinsur- Spälti as the insurer's chief execumates yet," Mr Thornburgh ance group, selling off most of its tive at the end of 1997.

year of his appointment in 1994 as chief executive. "The insurance industry is renowned for maintaining the sta- ership" from the deal, but it

tus quo," says Mr Bob Yates, ana- could reinforce a joint veniyst at Fox, Pitt Kelton. "He's ture set up in 1995 to sell coming from the other end in complex reinsurance deals terms of management thinking to large companies. and is passionate about doing things differently." Mr Mühlemann refocused Swiss set np by Credit Snisse,

surance deals - the £1.75bn finance deals. It was one of (\$2,85hn) purchase of M&G Re, a several Winterthur-Credit life and health reinsurer, from Suisse ventures. UK-based Prudential. He came to Credit Suisse at the gence in the long term start of this year, charged with between the risk manage-

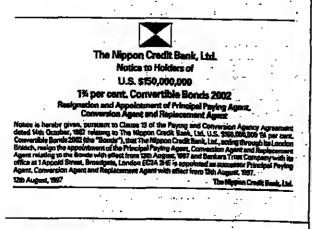
formance. His appointment nies such as Winterthur, prompted analysts to wonder if a and those by derivatives wider restructuring would follow. operations such as CSFP. McKinsey had advised Winterthur for several years and Mr talk of CSFP gaining in the Mühlemann knew the company short term from the link-up well. Speculation about a merger with Winterthur. grew after Mr Thomas Wellauer, with IBM before doing an MBA at the current managing director of is going to take a w

Commerzbank Overseas Finance N.V. USD 150,000,000 Subordinated Collared Floating Rate Guaranteed Notes Due 2005 in accordance with the provisions of the Notes the following

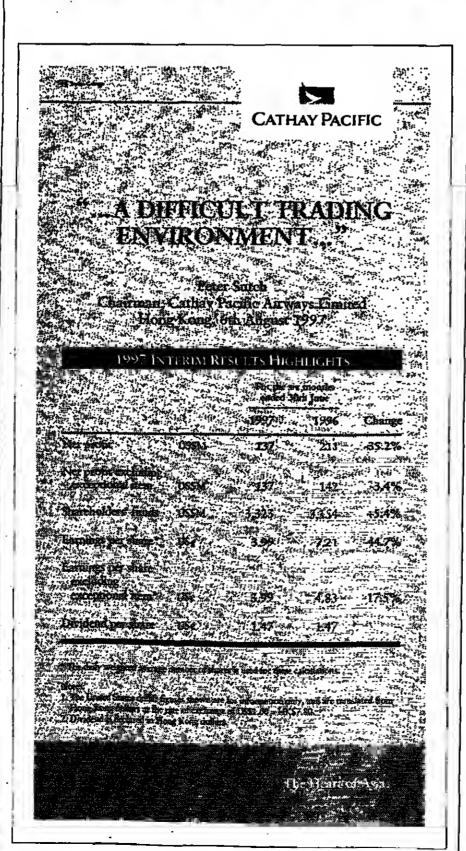
Interest Period: August 11, 1997 to February 11, 1998 (184 days) Interest Rate: 5.58398 % p.a.
Coupon Amount: USD 142.70 per USD 5,000 Note
USD 2,854.03 per USD 100,000 Note
Payment Date: February 11, 1998 Interest Rate:

Frankfurt/Main, August 1997 COMMERZBANK ME

Alex. Brown Incorporated to Section 1206 of the Company's Indenture to Bankers Trust Company, at and 12th June, 1986, relating to the Debentures, the Company hereby gives the Debentures's holders of record on 2nd July, 1997, that, subject to the of the stockholders of the respective companies, the Company will merge note a wholly-owned subsellary of Bankers Trust New York Company for Trust 7. It is expected that the merger will become effective on or about large 1997, after which each sense and respective to the factor on or about large 1997, after which each sense and respective to the factor of the companies.



Cassa di Risparmio di Verona Vicenza Belluno e Ancona U.S.\$100,000,000 Floating Rate Depositary Receipts Due 1999 Notice is hareby given that the Rate of Interest has been fixed at 5.96875% and that the interest poyable on the relevant interest Payment December 12, 1997 against Coupon No. 15 will be US\$152.53 in respect of US\$10,000 nominal of the Receipts and US\$1,525.35 in respect of US\$100,000 of the Receipts.



Martin Ebner (top) and Credit Suisse chief Lukas Mühlemann

### Swire Pacific

1997 Interim Results Highlights - unaudited Profit attributable to shareholders US\$425M Earnings per share +9% Dividends per share 6.0¢ +9% Adjusted to exclude exceptional item of associated companies in 1996: Profit attributable to shareholders Earnings per share

"Prospects. The property division expects further enhancement of profits in the second half-year as a result of sales of residential development properties and growth in net rental income. Operating profits at Cathay Pacific Airways are expected to be higher in the second half-year due mainly to seasonal factors. although yields are expected to remain under pressure and certain markets remain very soft. Profits from Hong Kong Aircraft Engineering Company are expected to be broadly in line with 1996. The results from operations of the remaining divisions are expected to improve in the second half-year."

> Chairman, Swire Pacific Limited Hong Keng, 7th August 1997

1. Amounts per share refer to 'A' shares. Entitlements of 'B' shareholders are in

proportion 1 to 5 compared with those of 'A' shareholders.

2. All the above figures have been translated from Hong Kong dollars into United

States dollars at an exchange rate of US\$1 = HK\$7.80. Dividends are declared in Hong Kong dollars.

Apple Computer - and now unofficial leader of the struggling personal computer industry pioneer -

The sale, revealed yesterday, soft and the boardroom shake-out was trading at about \$24. that have boosted Apple's share

Mr Jobs sold the 1.5m shares he going to do anything." Mr Jobs received as part of the \$424m Apple said in an interview published by

Mr Steve Jobs, the co-founder of sbare. Mr Jobs formed NeXt, a computer company that attracted forced out Mr Gil Amelio, the world-wide attention but few cus-

Following last week's announcecame just two months before last ment of the Microsoft alliance, week's unveiling of the surprise Apple's shares peaked at \$30 on traditionally been seen as the alliance between Apple and Micro- Thursday. Yesterday, the stock

"I pretty much had given up bope that the Apple board was However, in July Apple's board

chairman and chief executive, tomers, when he was ousted from apparently raising Mr Jobs' optisold all but one of his Apple shares Apple in a boardroom battle in mism about the outlook for the

> Mr Jobs went on to seal an agreement with Microsoft - which has enemy by Apple's fiercely loyal customers. As part of the deal the software company invested \$150m in Apple shares.

Mr Jobs - who was last week named a member of the Apple

gle share of Apple stock as a sym- Apple's future is very recent. holic gesture. "If that upsets go home to Pixar," he told the magazine, referring to the film animation company of which he is chief executive and which be nurtured with 10 years of personal investments before its public stock offering last year. Pixar created the hit film Toy Story, the world's first

computer animated feature film. widespreed speculation in the

paid him in December for NeXt Time magazine. "I didn't think the board along with others including industry that he had sold his Apple Software, for about \$22m, or \$15 a stock was going up." his friend Mr Larry Ellison, the stock. The episode also demonstrated in the stock of t head of Oracle - now holds a sin- strates that his new-found faith in

Mr Jobs' personal holdings of employees, I'm perfectly happy to Apple shares may be set to increase. As a board member, he will receive stock options in lieu of cash payments.

Separately, Mr Jobs last week shifted Apple's \$60m US advertising account to TBWA Chiat/Day. The agency had previously worked for Apple in the mid-1980s when it created the Orwellian 1981 televi-Mr Jobs' comments confirm sion spot that was named the commercial of the decade for the 1980s.

AMERICAS NEWS DIGEST

### **Currency loss** hits PacifiCorp

PacifiCorp Holdings, a wholly-owned subsidiary of PacifiCorp, the Oregon-based multinational utility, said yesterday it would record an after-tax loss in the third quarter of nearly \$65m from a currency hedge transaction related to its tender offer for Energy Group, the UK-based energy company. The loss stems from a delay in UK clearance of the deal, which required the company to close out currency options positions, PacifiCorp said in a state-

In June, when the tender offer was made, PacifiCorp expected its currency exchange costs would total about \$27m after-tax. The company said UK takeover rules required it to show it had enough UK currency to buy the Energy Group shares and to eliminate the risk of a fluctuation in exchange rates between the time of the offer announcement and the expected close of the offer. Pacifi-Corp'e financial policies also required hedging of exchange rate fluctuation risk, the company said.

As a result, PacifiCorp purchased options to buy about £1.45bn (\$2.37bn) at an effective exchange rate of \$1.64. The options were subsequently converted to forward purchase commitments in an attempt to minimise the cost of the hedge transaction.

PacifiCorp offered about \$9.6bn, including assumption

of debt, for the UK group, which owns Eastern Electricity, the UK's largest ntility in terms of distribution territory, as well as Peabody Coal, the world's largest privatelyowned coal producer. But on August 1, Mrs Margaret Beckett, the UK trade and industry secretary, referred the deal to the Monopolies and Mergers Commission, citing concerns relating to the edequacy of regulatory control over the merged company. The referral automatically lapsed PacifiCorp's tender offer.

Because the tender offer lapsed, PacifiCorp said finan-

cial policies required closing of the currency exchange positions since they were no longer hedging an expected transaction and would, therefore, be speculative. PacifiCorp said that when it initiated steps to close out

the currency exchange positions, the dollar-sterling exchange rate was around \$1.63. But by the rime the positions were closed, the rate had fallen to around \$1.58. resulting in an after-tax loss of nearly \$56m. Furthermore, the cost of the initial options was about \$9m after-tax. If PacifiCorp successfully renews its offer following the MMC review, it will again be required to enter into for-

aign exchange positions. Reuters, Los Angeles

#### COMPUTERS Digital to sell printer side

Digital Equipment, the US-based computer group, has agreed to sell its printer husiness in an effort to boost its profit margins, and is reported to be seeking a buyer for HESIN ES

Newman

HSBC M

HSEC TAXABLE STATE

New are as a

CSR +: >T = ; +\*

ide . . . . . ustig entropy. -

Actes

END HARD IN "

32<u>- 31</u>

200 Pr -- -- --

games Transfer

Barth 17 ......

RSBC Mark

lota debt <u>a</u>nd

Market ....

be be used a sign

d elacora:

destruct surviva

Non-market and the

ters programmes

Capel Monay -

MODEL CORNERS OF enked tor Grups Herian storich

A trained lawy.

Me is the 5 min. -

predict sec and

over a decade com:

a New York for a

New International

ON THE MOV

NRG ENERGY

Cependent no. c.

Stanford Stanford

ucebies (Sept. 1875)

Mind Berger -

May 25 367672 ...

AbedS gra Por

driston in Rocket

MEGA CORP

Be appointed to a

desired in -

group His

die laker ...

Work von a George Projecte Oppring Projecte

and use

its networking equipment operations.

The printer husiness, which has revenues of about \$100m a year, is to be acquired by Genicom for an undisclosed amount. The networking equipment business has annual revenues of about \$600m and employs about 1,200. people. However, it has been losing ground to competitors such as Cisco and Bay Networks and is reported to be operating at a loss. According to US reports, Digital has been seeking a buyer for several months, but has yet to complete a deal. Louise Kehoe, San Francisco

OIL

#### Pemex sets up credit line

Petrôleos Mexicanos (Pemex), Mexico's state oil monopoly, has secured a \$1bn syndicated credit line to raise funds for investment in two of its biggest projects. The credit line is made up of two tranches: \$625m available for three years and \$375m over five years. The syndicate is made up of 26 banks divided into three groups and includes among the lead banks Chase Manhattan, J. P. Morgan, Citibank, ABN Amro, Bank of America, Bank of Tokyo Mitsubishi and UBS.

The credit line comes as part of Pemex's higgest programme of investment for almost two decades. The drive: which saw the company invest \$1.4bn during the first balf of this year, has been spurred by efforts to increase total oil production and to boost the extraction and use of natu-

ral gas instead of dirtier fuels. Part of the money raised will be used in the expansion of Pemex's oil field in Cantarell in the Campeche Sound, one of the world's biggest petroleum deposits. The rest will go towards natural gas extraction in Burgos, northern Mexico, an activity in which Pemex has not traditionally invested heavily.

The aim of increasing production is particularly important to the Mexican government, which received 77bn pesos (\$9.85bn) from Pemex in taxes and duties over the first half of the year. During that time, a fall in the world price of crude brought the company's export revenues down 3 per cent from the same period in 1996 to \$4.5bn, in spite of an 8 per cent increase in volume. . Daniel Dombey

### Peru miner embarks on expansion

SPCC is investing \$1.5bn to increase copper throughput

has good reason to smile. Buoyed by good first-half results, Southern Peru Copper Corporation, the company be has served for 32 criticism, in Peru and years, has embarked on a abroad, that a US-owned \$1bn-plus two-stage expansion programme.

one of the world's 10 largest copper mining companies, and controlled by Asarco, the US metals group - is enormous by Peruvian stan-

"Barring unforeseen financial problems or a massive drop in the international copper price, that expansion will definitely go ahead, to be completed by 2001," says Mr Preble. The next stage, involving

a further mine expansion costing \$784m, will be done if the copper prices are right."

Part of the first phase expansion at Cuajone, one of the two buge open-pit mines operated by SPCC - got under way in May. It will remainder is sold to other increase daily throughput of copper ore from 64,000 tonnes to 96,000 tonnes and provide SPCC with sufficient of its own concentrate, an intermediate material, to feed its vast smelter in the coastal town of Ilo. At present SPCC is buying in consecure. SPCC bas obtained a

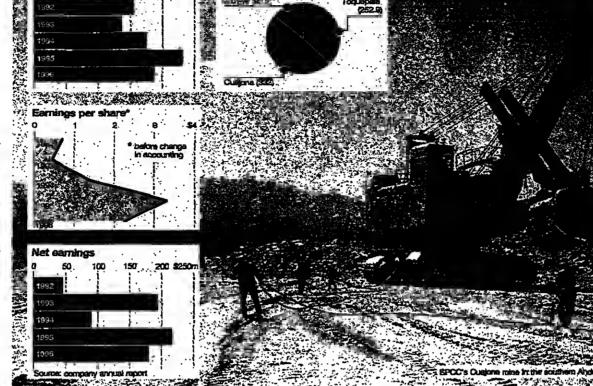
harles Preble, the furnace, using technology bead of Peru's lead-from Outokumpu of Finland, ing mining company, and building a second sulphuric acid capture plant will cost an estimated \$787m.

The new emelter should go some way to silencing the company operating in a developing country has been The investment by SPCC - creating pollution levels that would not be permissible in its own back yard.

SPCC's first sulpbur dioxide-capturing plant, which has been operating for almost two years, is already being expanded. The new one - which will feed off the "enriched smoke" of a modern furnace - will enable 69 per cent of all sulphur dioxide produced by the smelter to be caught and converted into saleable sulphuric acid.

SPCC consumes some of Ilo's sulphuric acid in its highly profitable operation at the Toquepala mine, where copper is produced by Peruvian and Chilean copper leaching operations. But with projected output of one million tounes of acid a year by 2001. Ilo will bave to seek new export markets.

Finance for the planned centrate to keep operating at \$600m back-up facility in what is believed to be the The 37-year-old smelter largest syndicated loan for a will be extensively modern- private company in Peru. ised. Installing a new flash The loan was arranged by



Copper production, 1996

J. P. Morgan and involved five other banks.

SPCC has also made two bond issues - one internationally for \$150m and another for \$50m in the Peruvian market.

Mr Preble stresses that SPCC has plenty of "cash in the bank". Net profits for the first half of 1997 were \$115.4m on sales of \$441m. compared with net profits of \$94.3m on earnings of \$369.6m in the same period the Peruvian energy sector last year.

always been a tough local energy needs in the hands of environment - and one others," says Mr Preble. He SPCC suddenly finds Itself meet soon-to-be-expanded able to concentrate on its production would have cost core business, in a deal fina- SPCC some \$540m.

lised earlier this year, the 130MW generation fecilities It has operated for decades to ensure reliable energy supply were spun off for about \$44m to Powerfin, of Belgium.

nder a 20-year contract, Powerfin, a subsidiary of Tractebel, bas guaranteed to meet SPCC's power requirements. "With the privatisation of and the arrival of indepen-Having spent much of the dent power producers, it past 40 years in what has makes sense to put our which is often openly bostile estimates that additional to foreign investment - investment in generation to

construction of a coal-fired plant on the Peruvian coast to supply SPCC and others. This would burn coal imported from Colombia. An alternative could be to link up with the Shell-Mobil consortium's planned development of the huge Camisea natural gas deposits in east-

Powerfin is evaluating

ern Peru. Mr Prehle talks with cautious enthusiasm of the possible expansion of the Cuajone wice and Lifting throughput to 154,000 identified massive reserves, especially in the Cuajone area. Even at that level of exploitation, Cuajone would

thest advanced is the Tantahuatay gold-copper project in the north of the country,

have a life of at least 25

SPCC bas continued to

explore all over Peru. Fur-

where it is working with Buenaventura, joint owner of the big Yanacocha gold For old-timers like SPCC, the recent influx to Peru of leading international mining

companies - such as Newmoot Mining and Barrick concentrator after 2001. Gold - simply underlines what they have appreciated tonnes a day would be a "big for a long time.
job", he admits, "but over the past five years we have one of the world's most

interesting opportunities," says Mr Preble.

Sally Bowen

### IBCA and Fitch in discussions over merger

By Tracy Corrigan in New York

Fitch Investors Service, the New York-based rating business, is in merger discussions with IBCA, the London-based rating service, the companies announced yesterday. Officials at IBCA said that the

talks were at an early stage. The combination could pose a Fitch is majority owned by Van while IBCA specialises in rating For example, they may not be competitive threat to Standard & Kampen Group, a Michigan-based the debt of financial institutions allowed to buy boods rated below \$65m and profits of \$10m.

owned by Dun & Bradstreet and staff. McGraw-Hill, respectively.

trolled by Mr Marc Ledrelt de Lecharriéere with interests in industry, communications and market research.

Poor's and Moody's, the two domi- family company - but part of the and countries. Fitch rates a wide a certain level. These ratings are nant international rating agencies company is held by executives and

According to officials close to IBCA is owned by Fimalac, a discussions, the deel would sion. French bolding company con- involve the sale of Van Kampen Gronp's stake in Fitch.

The agencies would make a logical fit, since Fitch concentrates Its efforts in the domestic US market,

range of securities in the US market, where it is recognised by the and other borrowers, since they Securities and Exchange Commis-

Many investors rely on credit ratings when they decide the value small New York office. of corporate and other bonds, and many bond funds have investment criteria based oo bond ratings.

therefore important to companies belp determine the market rates at which they can raise financing. IBCA has 200 staff and has a

Fitch employs 350 staff and opened e London office in January

In 1996, Fitch had revenues of

#### \*CUSIP NO. 337751AA9 \*ISIN CH0008756014

NOTICE OF REDEMPTION TO THE HOLDERS OF

Fisher Brothers Financial Realty Company

10%% Secured Notes Due 2000 Dated December 17, 1985 Due December 17, 2000

Redemption Date: September 11, 1997

NOTICE IS HEREBY GIVEN THAT, pursuant to Section 3.01 of the Indenture (the "Indenture") dated as of December 17, 1985 between Fisher Brothers Financial Realty Company (referred to herein as the "Company") and Chemical Bank (now known as The Chase Manhattan Bank), as trustae thereunder, pursuant to which the Company's 10%% Secured Notes Due 2000 (the "Notes") were issued, the Company has elected to exercise its option to redeem the Notes in whole and does hereby call all of the principal amount of the above-described Notes for redemption on September 11, 1997 (the "Redemption Date") at a redemption price (the "Redemption Price") equal to 101.5% of the principal amount thereof plus accrued interest to the Redemption Date. Accordingly, on September 11, 1997, the Redemption Price will become due and psyable on each Note and interest thereon will cease to accrue on and after said date.

On September 11, 1997, all Notes in registered form will become due and psyable upon presentation and surrender thereof at the office of The Chase Manhattan Bank, as follows:

The Chase Manhattan Benk clo Taxas Commerce Benk Corporate Trust Services P.O. Box 219052 Dallas, Taxas 75221-9052

By Hand: The Chase Menhattan Bank Corporate Trust Securities Window Securities Window Securities Window Floom 234-North Building New York, New York 10041

The Chase Manhattan Bank c/o Texas Commerca Bank Corporate Trust Services

On September 9,1997, all Notes in bearer form (together with the December 17, 1997 and subsequent coupons attached) will become due and payable upon presentation and surrender thereof at one of the lot-

Union Bank of Switzerland Bahnhoistrasse 45, P.O. Box CH-8021 Zurich Banque International a Luxembourg SA C.P. 2205

Dated: August 12, 1997

Route d'Esch. L-2953 Luxembourg

Under the Interest and Dividend Tax Compliance Act of 1983, the Company may be required to withhold 31% of any gross payments made to certain holders who isal to provide the Company with, and certify under penalties of perjuny, a correct tappayer identifying number (employer identification number or Social Security number, as appropriate) or an exemption certificate on or before the date the securities are presented for payment. Please therefore provide the appropriate certification when presenting your Notes for payment. These CUSIP and ISIN numbers have been assigned to this issue by an organization not affiliated with the Trustee and are included solely for the convenience of the securityholders. Neither the Company nor tha Trustee shall be responsible for the selection or use of the CUSIP and ISIN numbers, nor is any representation made as to their correctness on the securities or as indicated in this redemption notice.

Union Bank of Switzerland 100 Liverpool Street GB-London EC2M 2RH Morgan Guaranty Trust Company of New York 35, Avenue des Arts 8-1040 Bruzelles FISHER BROTHERS FINANCIAL REALTY COMPANY

### Falling crude reserves fuel interest in oil sands

By Scott Morrison n Vancouver

northern Alberta's heavy oil products from the company's sector has accelerated with oil sands business would be plans by Suncor Energy, competitive with most Canade's fourth largest pro- sources of crude in North ducer, to invest C\$2.2bn America. (US\$1.58bn) to boost its oil sands output by 250 per cent

Suncor's is the latest of growing commitment by the heavy oil deposits in Alber- and gas sector. ta'a Athabasca region.

Producers mine sand laden truly seeing the coming of with bitumen, which must age of the Canedien oil be refined to produce synthetic crude oil.

Suncor's investment. adding to C\$600m in expan- 'Shell Canada, a subsidiary of sion projects already under Royal Dutch/Shell, this year way at its oil sands facility in Fort McMurray, Alberta, C31bn each to build facilities will enable it to Increase in the area. Imperial Oil, heavy oil production to Canada's largest oil producer 210,000 b/d in 2002, from the and a subsidiary of Exxon. is current rate of 85,000 b/d. Project plans feature an for a C\$440m expansion of its expanded mine, new mining heavy oil extraction equipment, increased steam operations. Syncrude, a conand utilities support and sortium of 10 companies, last twinning of the bitumen year announced plans to extraction and upgrading spend C\$2bn over five years processes.

Suncor expects increased production will hring econo- ta's oil sands comes just five mies of scale that will send years after Suncor appeared cash costs per barrel to set to sbut down its heavy record lows. When the oil operations in the prov- and become an important 210,000 b/d target is reached, ince. Although production source for the US market.

cash costs will be less than C\$11 e barrel compared with The pace of development in C\$15 today. At this cost,

Mr Rick George, Suncor president and chief executive, said the C\$2.2bn investment was expected to generseveral recently announced ate a return on capital investments, totalling more greater than 15 per cent, than C\$7bn, reflecting a more than double the everage rate of return for the nation's producers to the Canadian cooventional oil

"With this project we are sands industry," Mr George says. Both Mobil Oil Canada and

announced plans to invest awaiting regulatory approval to lift oil sands production.

The race to exploit Alber-

the company estimates its bad increased steadily over the years and the operation turned profits in strong oil markets, the company's facilities experienced reliability problems, reserves were diminishing and fixed costs were high.

But new technology, simplified fiscal arrangements, an increasing US appetite for heavy crude and a proliferation of pipelines to the US market have fuelled the growing interest in the region. More important, Canadian government data indicate that the nation's proven reserves of conven-tional crude fell from 7.8bn barrels in-1976 to 5bn barrels in 1995. Some analysts estimate thet Canada will exhaust its proven conven tional reserves within 10 years at present production

The Athabasca oil sands are believed to contain enough bitumen to produce more than 200bn barrels of beavy oil, of which about 25bn can be extracted with mining techniques. The remainder could extracted using injection technology.

Industry sources predict that oil sands production, which currently amounts to 22 per cent of Canadian petroleum production, could eventually account for more than 50 per cent of output **■ CHEMICALS** 

**BASF** in Brazilian buy

BASF, the German chemicals group, has acquired the :. polystyrene business of Companhia Brasileira de Estireno (CBE), a joint venture between Monsanto, the US chemicals and life sciences group, and Unigel of Brazil. Neither party would reveal the size of the acquisition which gives BASF a productive capacity of 50,000 tonnes

per year and makes it the second largest polystyrene pro-

ducer in Mercosur, the South American trade grouping of Brazil, Argentina, Uruguay and Paraguay. BASF said it had made the acquisition because of the strong growth in the Brazilian plastics market due to the growing demand for white goods and cars. Formerly the

company had imported polystyrene.

The group, which is the biggest plastics producer in Europe, opened e polystyrene plant in Mexico last month. The Brazil acquisition gives it e factory in São José dos Campos in São Paulo state. It said the deal was the first of several new investments in the region.

Geoff Dyer, São Paulo

■ FOOD PROCESSING

ADM in IBP 'investment'

Archer Daniels Midland, the Decatur, Illinois based food company which has been hit by federal injectiving charges over the past two years, said vesterday that it had raised its stake in IBP, the quoted Nebraska based meat packing and processing company, from around 6 per cent to 7.23 per cent. ADM; which has been on the acquisi tion trail recently, said that it held the shares for "invest-Nikki Test, Chicago ment purposes".

SGA SOCIETE GENERALE ACCEPTANCE N.V. TME FLOORED BONDS WITH OUT LIBITS
DUE AUGUST 17, 2002.
ISIN CODE: XS0038585708

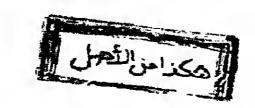
Notice is beceby given to the Bondholders that pursuant to the Terms and Conditions of the Bonde Condition 4. There is the Terms and conditions of the Bonde Condition 4. There is the term of insurer applicable to the period from August 17, 1996 to August 17, 1997 is 7-20 %. The cale of insurer has been determinated according to the Condition 4. (B), i.e. The Bond bears interest as a rate which is the higher of August Average of TMS for the intoit of 2.00% or 7.50% per amount. (Amount Average of TMS for the intoit mentioned period bearing 5.26%).

Therefore, the interest payable against surrander of coupon at 5 will be 1852.

Therefore, the interest payable against surrander of coupon at 5 will be 1852.

THE PRINCIPAL PAYING ACRAIL SOCIETE GENERALE HANK & TRUST SA.

LUXEMBOURG



COMPANIES AND FINANCE: UK

### Huizenga determined to try harder

esterday's 295.1m His car rental business has rapidly become the world's second Eurodollar yesterday biggest; now he wants to build the brand, writes Roger Taylor ed another stage in the marked another stage in the plan of Mr Wayna Huizenga, the US entrepreneur behind to build a global car rental. Hertz.

IBSDAY AUGUST 12 18

icholly coursed subsidiary of the section of the se

an after the 1955 in the life

For Energy Orong the late of the state of th

magnification comments to the comments to the

achange of the species of the

The Committee of the Co

and to standard the same of the same and the

Charles and the old for

ed beneficial to 12 to the W

Affective rational are disti

edition in the second of the second

With the barrier of the top

BOUL 53 FOR THE BUILDING SERVICE

with the same of the same the same and the s

But you a comment of Margin

and injury

Sand Married the

WE SELL TO THE SEL

mer laptor butterpeak

that is the same of the same o

Canada if an orange erede mutera

CALLY STAND STANDS THE COMME

tage, por tal an an mound die

AN INSTITUTE STORY

Options A P. Act of Stm State

saferly with the telephone to the telephone of

gain to million to the und

il printer side

dar from the Charles

\$4. White 1502

the of the control of the same

the best of the first name

in Notation of Contractions

Remarks of Contractions Single

up credit line

to the second second of the second

THE STATE OF THE S

100

Apply 1 and the second

gravillan buy

4 De 18

6. ()

A 2 - 1 -

1.7%

14.

S Est. ---

ة. هما يعن جال الم بدر المدينة بدر المدينة

e in the

· · ·

etterni i je i i i i i i i i

r 1

2.475

517

100

1.

4.5

u.

1527 200 B

 $S_{\alpha}^{-1}(x) = (1-x)^{\alpha} = (1-x)^{\alpha}$ been - - - street

Realty Land

E Company of the same of the s

Laboret - e- specifique

ader off,

w appearant and and and and

ton risk the company say

cons. Participation in the

S DIGEST

operations of Republic Industries, in which Mr to Eurodollar. Huizenga, chairman, has a already the world's second largest car rental business after buying five US businesses including Alamo and National Car Rental

Of the US husinesses, only Alamo has a significant presence in Europe, with 33 offices in the UK. Eurodollar would give it a more sub-stantial European base and take it into a new section of the market

Alamo is primarily in the pany. leisure market, renting cars to people on holiday. whereas most of Eurodollar'a customers are corporate.

Mr Geoff Corbett, head of Republic's car rental divi-Alamo brand would be kept separate and promoted to the leisure market, while Eurodollar would become part of a global corporate business yet to he named.

Mr Ian Mosley, chief exec-utive of Eurodollar, expects to gain two important advantages from this - more business from people arriving in the UK and greater credihility with its domestic cus-

Eurodollar has far fewer its competitors - they account for only about 5 per cent of turnover. It has

8 miles to June 30

6 mths to June 1

\_ Yr to Mar 31

6 miles to June 30 3 miles to June 30

6 mins to June 30

.... 6 mths to June 27

RESULTS

Dean 

Disgonal

Kode inti

Langdons Foods

the US entrepreneur behind in the US, through which it the Blockbuster video chain, offers a US service and has complained of the relation-

brand to rival Avis and ship which generated little business for it. Mr Corbett The acquisition signifi- believes that Republic can cantly expands the European increase fivefold the amount of inbound business coming

The takeover by Republic 10 per cent stake. It is should also help Eurodollar with its UK customers, Mr Moslay said, pointing out that UK corporates increasingly wanted to deal with global businesses.

These two factors, together with a certain amount of cost savings as back-office and purchasing operations of Alamo and Eurodollar are combined, are the justification for the takeover put forward by the com-But that still leaves open

the question of where longer term growth will come from. Republic's US shareholders expect high levels of growth - one analyst quotes fivesion in Europe, said that the year of earnings growth of Alamo brand would be kept 40-50 per cent. The car rental market, with annual growth rates below 10 per cent, may seem a strange place to invest.

Analysts argue the entire dynamics of the industry are changing, which should allow companies to raise profitability. Most of the large rental businesses have changed hands in recent months. Ford has sold Budget and floated part of Hertz. General Motors has sold its "inbound" customers than stake in Avis and Chrysler is seeking to sell its hire units Thrifty and Dollar.

This change in ownership

(9.81)

(-) (-) (4.01)

French Property ---- 6 mins to June 30 87.65 (82.884) 0.207 (0.116 ) 0.83 (0.46 )



Wayne Huizenga: the changing dynamics of the car rental industry should lift profitability

Whereas car manufacturers used their car rental arms as a way to increase market share at the expense of profit, the new owners will need to pursue profit, the theory goes.

Rental prices are starting to recover and are estimated to have risen about 10 per get. cent over the past year, folblamed its link with Dollar is expected to result in lowing fierce price compti-innovation could go some

1.9375\$\*

0.5大

increased profitability. tion which saw the cost of a way towards expanding the car for a day fall as low as business, but in order to \$20 - less than the price of meet shareholders expectahiring a pair of Rollerblades. tions, Republic will need to Republic said yesterday it believed it could substantially improve Eurodollars margins, currently among the best in the industry, but

Margin improvement and

continue acquiring buslnesses. Mr Corbett said vesterday the industry was still relatively fragmented, with plenty of scope for further said it had set itself no taracquisitlons.

Republic is doing more than just huilding a car rental business. In the US, it is creating an integrated car rental and car retailing business, including the revolutionary AutoNation used-car supermarkets with a focus on improved customer service and "haggle-free" pricing. The car rental businesses provide a ready supply of used cars.

Republic has said its plans in Europe only cover the carrental busioess at the moment. But it would be no surprise if at some point it were to start buying car retailers as well as car rental companies.

#### Further casino licence for Ladbroke

By Scheherazade Daneshkhu, Leisure Industries Correspondent

The fast pace of change in the £1.7bn (\$2.77bn) London casino market was underlined yesterday when Ladbroke, the Hilton hotels and betting group, was granted a licence to operate a fifth London casino.

The ficence, the first to be granted in London in nine years, came as speculation grew that Ladbroke was considering a hid for Capital Corporation, the Mayfair casino operator saved last week by the Department of Trade and Industry from a £192m hostile bid hy London Clubs International.

Ladbroke refused to comment, although it is understood to be monitoring the situation closely.

Capital Corporation operates the Colony Club and owns Crockfords, London's only freehold casino property. Although Ladbroke bas been reluctant to get involved in a bidding war with London Clnbs, it is thought to be keen on acquiring Capital's Colony Club and transferring the licence into its Hilton botel,

situated across the road. London Clubs, which operates the Rendezvous casino in the Hilton, will transfer the licence to a new building nearby at 14 Old Park Lane once the lease expires in March 1998.

Obtaining new licences, particularly at the top end of the market, is extremely difficult in the tightly-regulated industry. Transferring licences from one area to another is also difficult.

Ladbroke's new licence is to operate a casino in the St Giles botel, off Tottenham Court Road. It will raise the number of London casinos from 21 to 22 when it opens next year.

Ladbroke's pledge that the casinn will operate at the lower staking end of the market is thought to have been instrumental in securing the licence.

#### **NEWS DIGEST**

### **US** injection for Lloyd's agency

Murray Lawrence, the biggest managing agency at Lloyd's of London yet to link up with a large corporate investor, is to receive a cash injection of £40m (\$65.2m) from two US-based investors who will receive a minority stake. The deal is another example of the widespread restructuring at Lloyd's, which is creating nascent insurance companies out of the businesses which manage syndicates at the market.

It will give Murray Lawrence a much needed fresh supply of capital and greater control over funds which back the insurance business underwritten by its big Sextant syndicate.

A group of investors, led by State Farm, the US motor and household insurer, and financial services group Fund American, is to take a "significant interest" in Murray Lawrence, which has been trying to find a corporate partner for some time. Capital at Lloyd's has traditionally been supplied by individuals called Names but their numbers have declined, to be replaced by corporate investors, many of which have formed strong ties with managing agents.

#### Premier Farnell warning

Premier Farnell, the catalogue distributor of electronic and industrial components, yesterday reported moderate sales growth in the first half, but said profits would be affected by the strength of sterling.

The group's first trading report, in what is planned to be a quarterly series of updates, noted that sales in North America for the first six months were 3.5 per cent ahead of the same period last year, when calculated in dollars. In Europe and the rest of the world, catalogue sales rose & per cent at constant exchange rates.

The company, formed last year when the UK's Farneli Electronics took over Premier Industrial Corporation of the US in a £1.85bn deal, has been keen to reassure shareholders about the effect of the purchase. The shares rose 4p to 5361/sp yesterday. Sander Thoenes

#### Marley makes \$39m US buy

Marley, the building materials group, is acquiring Flexco, a US flooring business with a wide distribution network. It is paying \$39.2m cash to Robbins, Flexco's parent, pending US regulatory approval. Alabama-based Flexco had net sales of \$35.7m in 1996 and operating profits before exceptionals of \$5.4m. The book value of the assets

#### Horace Small may delist

Shares in Horace Small Apparel rose 13%p to 101%p yesterday, after the maker of uniforms and corporate clothing said it was considering delisting. It also announced further restructuring measures.

Horace, which has most of its operations in the US, said it was considering "whether the interests of shareholders would be best served" by delisting in London and, "once the benefits of the restructuring are reflected in trading performance", seeking a listing on an "appropriate exchange" in the US.

It is in discussions "with parties who may be interested in making a cash offer to shareholders who do not wish to own shares in an unlisted company" at about 110p a share, based on a rate of \$1.63 to the pound. The restructuring is expected to cost \$8m-\$10m.

#### INTERNATIONAL PEOPLE

Sept 12

#### Newman joins **HSBC Markets**

HSBC Markets has appointed Gray Newman as its chief Latin American economist, a newly created

The appointment follows the rapid expansion throughout Latin America of the company's parent group, HSBC Holdings, the biggest banking group in the world. It is seen as part of an effort to impose. a more integrated approach on the

group's activities in the region. HSBC Markets is involved in both deht and equity markets and Newman's research is also likely to be be used by the parent group as it elaborates its overall Latin American strategy. Newman comes from HSBC Mar-

ket's subsidiary, HSBC James

Capel Mexico, where he worked as senior economist. He previously worked for Grupo Interacciones, a Mexican stockbroker. A trained lawyer and economist, he is the anthor of two books on husiness and economics in Mexico.

and had lived for the country for over a decade until his recent move to New York for the new post.

Newman will work with a team

of economists covering specific countries. He proposes to concentrate on wider, pan regional issues such as the sustainability of various currency regimes and the effects of the large capital inflows that have entered Latin America in recent months.

5.41 (4.96) 0.739 (0.353)

1.07 (0.781) 0.731 (0.2064) 0.679L (0.141) 0.111L (0.143L4)

1.36

1.13† 3.8† 5.5

0.26L

Earnings shown besic. Dividends shown net. Figures in brackets are for corresponding period. 

AAther exceptional charge. 10n incressed capital. 

\$Comparatives for seven months to December 31 1995. 

Sfirst Interior. 

#Foreign income dividend. 

AAI December 31.

So far this year HSBC Holdings has committed itself to over \$1bn of investments in Latin America, mostly through acquiring local banks. In line with the expansion the company has reduced its holdings of Latin debt.

HSBC Holdings is in the process of acquiring the Roberts Group. which controls Banco Roberts, an Argentinian bank in which HSBC already has a minority stake. This year it has also purchased a 10 per cent stake in Banco del Sur in Peru and established Banco HSBC Bamerindus in Brazil. It has also agreed in principle to buy 19.9 per cent of Mexico's Grupo Financiero Serfin and agreed to increase its stake in Banco Santiago in Chile. Daniel Dombey, Mexico City

#### NEC appoints Sir Richard

Sir Richard Needham, a former UK

government trade and industry minister, has become the first European non-executive director of NEC, the Japanese electronic group.

NEC has been investing heavily in Europe and has been seeking to recruit more Europeans to its senior management in the region. The group said it saw the appointment of Sir Richard as an important milestone in its plans to develop the business in Europe.

Sir Richard, is a founder member of the Anglo-Japanese 2000 group and he has strong business and government contacts in Asia

Sir Richard said: "I have been involved in improving co-operation between Japan and the UK for well over a decade. NEC has been a good friend to the UK and I believe there is still a tremendous amount to do in helping NEC expand its business both in the UK and throughout the European Union." Meggitt, the UK aerospace and

electronic group, will also be drawing upon Sir Richard's expertise. It has appointed him a special adviser to assist in a new venture in Asia Pacific. The group is opening a sales and marketing office in Singapore to spearhead its busi-

ness in the region. The new subsid tary company will be called Meggitt Asia Pacific and will be headed by Mike Farge, formerly group director of marketing.

Sir Richard last week announced that after one year's service he was resigning from the board of General Electric Company where be has been chairman of GPT, the GEC telephone equipment joint venture.

The departure enabled him, he said, to accept other non-director-

The board of GEC is being reshaped by George Simpson, who replaced Lord Weinstock as managing director last year.

Some hoerd changes have occurred already, with a clutch of non-executive rettrements in the pipeline, including Lord Rees-Mogg, who retires this September. Lord Prior, GRC's chairman, is due to retire by March 1998, with no successor named yet. Lisa Wood, London

#### AlliedSignal expands in Asia

AlliedSignal has appointed James Healy to head its expanded effort

development officer of GTE

CORPORATION. Previously,

in speciality chemicals in Asia Healy will be based in Singapore as vice-president and general manager, Asia.

Healy has joined the firm from Metex Corporation, a New Jerseybased manufacturer of knitted wire mesh products, where he was president and chief executive officer. He has previously worked in

Asla, as vice-president, Asia Pacific, for Engelbard, a supplier of catalysts. He was responsible for Engelhard's Asian sales and mar-

keting strategy.
"Specialty Chemicals' goal is to more than double Aslan sales by expanding our customer base and acquiring businesses and product lines that add value to our core capabilities in pharmaceutical and agricultural intermediates, specialty additives, fine chemicals and fluorine products," said Paul Norris, president of AlliedSignal Specialty Chemicals .

AlliedSignal Specialty Chemicals is e unit of AlliedSignal, the technology and manufacturing company which is one of 30 US companies which make up the Dow Jones Industrial Average. The company had sales of \$14bn in 1996 and employs 77,000 people.

Tracy Corrigan, New York

managing director for

high-powerred gas turbines

division at GEC ALSTHOM.

for the energy production

#### NATIONAL BANK OF CANADA

US\$ 250,000,000 Floating Rate Notes due 1999

in accordance with the Description of the Notes, notice is hereby given that for the Interest Period from August 12, 1997 no November 12, 1997 the Notes will carry an Interest Rate of 5.91875% per annum.

The Interest Amount payable on the relevant interest Payment Date, November 12, 1997 will be US\$ 151,26 per US\$ 10,000 principal amount of Note and US\$ 1,512.57

per US\$ 100,000 principal Kredietbank amount of Note.



Republic of Italy US\$1,500,000,000 Floating rate notes

due 2002 Notice is hereby given that the notes will bear interest at 5.5975% per annum from 12 November 1997 to 12 Novem-ber 1997, Interest payable on 12 November 1997 will amount to US\$14.30 per US\$1,000 note, US\$142.95 per US\$10,000 note and US\$1.429.51 per US\$100,000

Agent: Morgan Guaranty Trust Company **JPMorgan** 

Corporation plc evidencing entitlement to payment of principal and interest on deposits with Cariplo-Cassa di Risparimo Delle Provincie Lombarde S.p.A. London Branch Notice is hereby given that the receipts will bear interest at 6.09375% per annum from

**E**GARIPLO

Floating rate depository

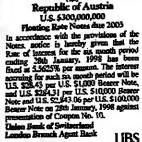
receipts 1998 issued by

The Law Debenture Trust

US\$200,000,000

at 8.093/5% per dutam mont 12 August 1997 to 12 Novem-ber 1997. Interest payable on 12 November 1997 will amou to US\$155.73 per US\$10,000 and US\$1,557.39 per US\$100,000 receipts. Agent: Morgan Guaranty Trust Company **JPMorgan** 

The FT can help you reach additional business readers in



### **Les Echos**

France. Our link with the French business newspaper, Les Echos. gives you a unique recruitment advertising opportunity to capitalise on the FT's European readcrship and to further target Treatment world. For information on rates and further details please telephone Toby Finden-Crofts on +44 171 873 4027

Bearer Note on 28th January, 1996 presentation of Coupon No. 10. Union Bunk of Switzerland London Brunch Agent Bank 8th Angust, 1997

#### ON THE MOVE

■ NRG ENERGY, the US independent power producer, has appointed James Bender vice-president and general counsel. Bender returns to NRG after serving for one year as general counsel of AlliedSignal's Polymers division in Richmond, Virginia. **■ IOMEGA CORPORATION** 

bas appointed Kevin O'Haire managing director of lomega. International. He will be responsible for all European operations, including sales and marketing functions. O'Haire has been acting managing director of lomega Europe since August 1996. Erhard Schipporeit, chairman of the executive boards of VARTA AG and VARTA Batterie AG, has asked to be relieved of these functions with effect from

September 30 in order to join the executive board of another group. His functions are being taken over for the tims being, by the two other members of the executive boards, Wout van der Kooij and Georg Prilhofer. ■ DELL COMPUTER CORPORATION, which has

formed a workstation

product organisation, has

promoted David Altounian

to director for workstations.

Jean-Yves Chereau has been appointed managing director of PRICOA INVESTMENT MANAGEMENT, the London-based European equity asset management Company of America. ■ TAL INVESTMENT

. ... . . .

arm of Prudential Insurance COUNSEL has appointed Kevin Doyle, who joined TAL in January, managing director of TAL (Europe), based in Geneva. He replaces André Monette who returns to Montreal having established the Geneva office in 1995.

THE FAIRFAX GROUP. has appointed Robert Ross director of trade secret protection services and senior consultant. He will be responsible for helping Fairfax's corporate clients develop programs to protect trade secret and other sensitive proprietary information from economic espionage. Ross spent more

than twenty years in the FBL ■ Michael Barnes has been appointed assistant general manager, origination and structuring, by THE INDUSTRIAL BANK OF JAPAN's London branch. Barnes joins from Lazard Asset Management.

**■** AON CORPORATION has appointed John Roskopf director of financial relations. He was most recently managing director of risk management consulting services with Aon Risk Services, Aon's retail brokerage subsidiary. ■ TOKAI BANK EUROPE, and TOKAI CAPITAL MARKETS have appointed Dan George general manager and head of client derivatives. He has spent the last 10 years structuring and trading derivatives at HSBC Midland.

group, has appointed Chris McKee vice-president of Europe, Middle East and Africa, McKee was previously international vice-president and an executive officer of Inference Corporation, a provider of management software and EUROPEAN TELECOM has appointed Edward Belgeonne to its board. He

■ INTERLEAF, the software

joined European Telecom in July 1996 and in January this year he became head of business development. ■ CREDIT LYONNAIS, Paris has appointed Roger Warby, formerly first vice-president, project finance, managing named vice-president and director of AMI ADVISORY chief planning and

Advisory is the management company serving the new Asian Mezzanine Infrastructure Fund. sponsored by Credit Lyonals to channel institutional investors' funds into infrastructure projects in the Asian emerging economies. ■ SIEMENS, Berlin and Munich, has appointed Peter Pribilla, president of the Public Communication Networks Group, to the company's corporate executive committee from October 1. Walter Kunerth. member of the committee since 1993, will leave the company on that date. Pribilla, member of the managing board of Siemens since 1994, will take over special responsibility for automotive systems, as well as the three groups in the components segment Semiconductors, Passive Components and Electron Tubes, and Electromechanical Components. The new president of the Public Communication Networks Group will be Roland Koch. who has served on its board since 1995. ■ Dan Cohrs has been

PRIVATE, Singapore. AMI

he served as vice-president and treasurer. ■ Deodoro Valle, 57, has heen appointed vice-president of COCA COLA's marketing division and director of marketing relations at Coca Cola International. He was most recently chairman of Coca Cola France, Daniel Malcorps, 43, will replace him as president of Coca Cola France. Malcorps has worked for BASF since 1987. BNG, the Dutch bank, has appointed Piet Hein Verloop, 48. first vice-president of its treasury division. Verloop has been with BNG since 1994. ■ CREDIT SUISSE FIRST BOSTON has formed a global foreign exchange research and strategy group in London and appointed Joe Prendergast its head. He was

formerly senior currency strategist at Merrill Lynch in ■ DEUTSCHE BAHN's bas appointed Johannes Ludewig, a former official in the economy ministry. chairman. He replaces Heinz Duerr, chairman since 1991. m Didier Forget, 39, who joined GEC Alsthom in 1986. has been appointed

He has also been named chairman of European Gas Turbines. He succeeds Bertrand de Saint-Julien, who has been appointed international director at GEC Alsthom. Bruno Didier has been appointed central marketing director at AIR FRANCE. His task is to give the airline a strong global image based on its French identity. He joins from the French subsidiary of Compaq Computer.

Car hire company ADA has appointed Jean-Jacques Augier group chairman. He replaces Jean-Claude Puerto-Salavert, one of the company's founders. Augier was chairman of the G7 group from 1992 to 1996.

#### International appointments

Please fax information on new appointments and retirements to +44 171 873 3926, marked for International People. Set fax to 'fine'.

#### GOVERNMENT BONDS

By Krishna Guha in London and John Labate

European bond markets took heart from the new-found strength of core EU currencies against the dollar, and remained eolid when US Treasuries faltered.

Low volume holiday trades kept European bonds in narrow trading ranges maintained by technical support. Friday's fall in the US was attributed to the market "pricing back in an inflatioo risk", but analysts said continued Treasury weakness

would affect other markets. Fears of a forthcoming retail sales report and possibly higher interest rates led US TREASURIES through a mixed morning, following

Friday's steep decline.
By early afternoon the benchmark 30-year Treasury bond was down & at 961, sending the yield higher at 6.653 per cent. Among other issues the two-year note edged up 垚 to 99疆, yielding 5.976 per cent and tha 10year nota slid & to 98%, yielding 6.369 per cent.

On Friday, worries about inflation and the falling value of the dollar against the yen and D-Mark sent the bond and stock markets into a tail-spin. Treasury investors now await retail sales and productivity figures on

Wednesday.
"If retail sales do nothing to provoke the Federal Reserve, the market will begin to grind higher," sald Mr Patrick Dimick, Treasury market analyst at UBS Securities. Many investors, how-

WORLD BOND PRICES

retail sales report and that could lead to lower prices on Tuesday, Mr Dimick added. The Federal Reserve will meet on August 19 and again in September to determine

interest rate policy.

GERMAN BUNDS celebrated the recent revival of the D-Mark. The September futures contract closed in London at 101.90, up 15 basis points on the day.

Bunds continued the rally begun in short-dated paper last week, as the market turned its back on fears that the Bundesbank might raise interest rates today. "The short end has rallied

so much it has supported long bunds," said Mr Graham McDevitt, head of global bond strategy at Parihas. The yield curve flattened, as 10-year bunds tightened two basis points against two-year bunds.

Bunds could be undermined, however, if the D-Mark weakens again. Mr Michael Burke, senior inter-national economist at Citibank, said the dollar's fall was "a correction not a reversal - the fundamentals have not changed".
FRENCH BONDS and UK

GILTS traded within very tight bands, both pulled in opposite directions by bund atrength and US Treasury weakness. The French September futures contract settled in Paris unchanged at 129.34. The September gilt contract settled at 114%, down 🛓 in London.

Gilts await today's RPI figures, expected to show headline inflation at about 3.2 per cent, and underlying inflation at about 2.8 per cent.

### Strength in | Wealth tax leads to Swedish defections

"What we have seen is that some

Few have felt this more than Mr

shareholders have bad a negative

pay their tax bill.

A s Sweden enjoys an unusually hot summer, temperatures are also rising among the country's small shareholders. An increase in wealth tax on equity boldings has infurlated investora and stirred an air of mutiny in the ranks of Sweden's listed companies.

In an unprecedented atep, 13 companies have responded to shareholders' anger at higher tax bills by quitting the atock exchange's main share register in protest against the new rules.

Among those to have defected are Hennes & Mauritz (H&M), the fast-growing fashion retailer, Securitas, one of Europe's leading security service groups; and Assa Abloy, the lock manufacturer.

The companies have instead moved to the bourse's unregistered large corporations, the "O" list is exempt from wealth tax.

in just a few months, the exodus has lopped almost 6 per cent off the main market's capitalisation, cansing a considerable headache for the bourse, which fears the trend is undermining its credibility as well as the structure of its lists.

The wealth tax, levied at 1.5 per cent, was extended by the govern-



"O" list. Intended for amaller, Thomas Oestros, tax minister, plans to harmonise stock exchange rules growing companies rather than

to 100 per cent of the value of an dividends tend to be low in relation investor's total shareholdings. The to the company's market value. tax only affects individuals; separate rules apply for institutions. cash-flow on their investment," be

investors have experienced sharp rises in their tax bills this year, in said, adding that they are in pracsome cases paying more than the tice forced to sell shares in order to return on their investment.

According to Mr Carl-Henrik Emborning, a senior H&M execu- Stefan Persson, H&M's founder and tiva, this is especially true for chief executive. The total tax bill highly rated growth stocks, where on his 38 per cent holding in the

prompting criticism that the wealth tax is anti-shareholder. Such effects are not confined to

the most wealthy stock owners. Companies have been besieged by demands from small shareholders for them to take advantage of the O list loophole.

Mr Leif Vindevag, a Stockholm bourse official, calculates any investor owning more than SKrlm of shares in an A-listed company would gain SKr15,000 from a switch to the "O" list. He says the tax increase is damaging investment in Sweden, suggesting money is instead moving into offshore funds to escape the levy.

There is a trend - no doubt about that - and that trend will increase," he said. "I am afraid we are going to see more companies make this move unless the rules are changed."

A recent study commissioned by Aktiespararna, Sweden'a small ahareholders'a association, compared taxes in 24 OECD countries and found Sweden had the second heaviest rates, behind Canada, for investors with less than SKrim in shares. Including taxes on dividends, capital gains and chare value. Swedish shareholder taxes were almost twice the average.

group last year exceeded the Ironically, the wealth tax rise income generated by the stake, appears to have backfired on the government. Figures published this month suggest withdrawals from the "A" list would cut the government's tax revenue by more than it would have gained from the increase, leaving it with a net loss.

Mr Thomas Oestros, Social Dem. ocratic taxation minister, acknowiedges the undesirability of companies exploiting different tax rules between the stock exchange's lists. He is planning legislation to harmonise the lists, expected to be ready this autumn. It is not clear if this will involve withdrawal of the wealth tax increase or wider

reform of shareholder taxes. Meanwhile, defectors are in no hurry to return to the fold. They report no ill-effects from the decision to move, belying suggestions that liquidity would drop in shares which left the "A" list because some institutions do not invest in stocks without a main listing.

The reason, says Mr Hakan Win berg, chief financial officer at Securitas, is that institutional investors have adopted a pragmatic attitude. "We see that investors are more concerned about the kind of company they are investing in than which list it is on," he says.

Greg McIvor

### Stockholm swaps US dollar deal into kronor

INTERNATIONAL BONDS By Vincent Boland

The City of Stockholm, an infrequent borrower on international capital markets, yesterday tapped investors for a \$150m, three-year eurobond priced to yield 12 basis points over US Treaauries. A syndicate official at hook-runner Lehman Brothers said the issue was

The funds, which were

"very much retail-driven" with "good Swiss buying".

nor, will be used to refinance existing and maturing debt. The spread was unchanged after the launch.

The issue carries ratings of Aa3/AA+, equivalent to and Rand Merchant Bank Sweden'a eovereign rating. Traders expected the spread to narrow in coming days as demand for what was a relatively modest offering was good and Swedish municipal borrowers had not been

ESKOM, South Africa's state-owned electricity util- from the Benelux countries.

swapped into Swedish kro- ity, returned to the zerocoupon market yesterday with a R7.5bn, 35-year issue, the longest-dated rand deal SO far.

Joint leads Hambros Bank said syndication went "very smoothly", with 10 banks underwriting R1.2bn of the issue. A ayndicate official said there was "a lot of retail interest in this type of hond", especially in Germany, Switzerland and Italy. and also emerging interest

FTSE Actuaries Govt. Securities

Mon Day's Aug 11 change %

-0.03 0.00 0.02 0.08 0.00

119.88

152.48 181.69 210.87 147.18

Aug 11 Aug 8 Aug 7 Aug 8 Aug 5 Yr ago Hight Low

96.49 96.50 97.10 96.84 99.79 93.46 97.88 93.31 Girt Edged burgeine 125.22 125.30 125.83 125.35 125.57 113.88 126.68 115.32 3-day average

Ultraine(a) 450 zero 91.30R Aug 1938 0.50R +325(Llbor) Nomera international Federal Home Loss Benks(b) 200 6.68# 190.00R Aug 2002 0.20R Paribes
City of Stockholm 150 6.25 89.773R Aug 2000 0.1875R +12(8%Aug00) Leinman Brothers Intl CIBO(ct) 20bn (ct) 100.00R Aug 2000 0.125R - Tokyo-Mitsubishi Inti 7.5bn zero 2.14 Dec 2032 0.25 Final terms, non-calable unless stated. Yield spread jover govt bond) at launch supplied by lead manager. ‡ Floating-tale note. R: fixed re-citier price; fees shown at ne-offer level. a) leaded on fiduciary basis via Benkers Trust Luxembourg. b) Cafebre on coupon dates from 20/8/99 at per. c) Y30bn issurabed 8/8/97 was increased to Y50bn; o1) 3-min Libor -14% The issue price was 2.14 It subsequently issued a above borrower". He said

New international bond issues

the transaction. Eskom was the first South African parastatal to tap the euro-rand market, last April,

fees), to yield 11.732 per cent

raising a net R160.5m from

ytd act.

per annum, and Eskom is

per cent (1.99 per cent after zero-coupon bond, and was joined in that sector by the Development Bank of South Africa.

Amount Coupon Price Maturity Feet Spreed Book-runner for the

A hanker close to the transaction said almost 50 per cent of Eskom's debt was ereign rating, is the contioff-shore, making it "an nent'a biggest alectricity with a R150m five-year bond. extremely well-known off- company.

Gilt Edged Activity Indices -

"more and more domestic borrowers, especially parastatals, are now tapping this sector".

Eskom, rated Baa1/BBB+. similar to South Africa's sov-

Aug 6 Aug 5

Aug 11 Aug 8 Yr. ago Aug 11 Aug 8 Yr. ago Aug 11 Aug 8 Yr. ago

7,25 8.02

7.19 7.12 7.11 8.02 7.12 7.12 8.11 7.12 7.12

**UK Indices** 

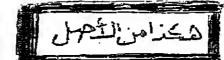
DCHANGE CROSS Aug 11

FARE .

BENCHMARK GOVERNMENT BONDS	B BUND FUTURES OPTIONS (LIFTE) DM250,000 paints of 100%	FTSE Actuaries Gov
Red Day's Week Month Coupon Date Price change Yield ago ago	Strike Price Sep Oct Nov Dec Sep Oct Nov Dec	Price Indices Mon II UK Gifts Aug 11 chs
Australia 10,000 10/07 124,1205 -0,520 6.69 6.34 7.01 Austria 5.625 07/07 98,0500 +0.080 5,75 5,71 5.80 Belgium 6.250 03/07 108,3800 -0.110 5,78 5,74 5,72 Canada 7,250 06/07 106,6300 -0.110 6.07 5,96 6.23 Denmark 7,000 08/07 106,3200 -0.030 6.28 6,19 6.25	10160 0,61 0.53 0.76 0.83 0.21 0.96 1.19 1.36 10200 0,31 0.34 0.55 0,73 0.41 1.27 1.48 1.66 10250 0.12 0.21 0.39 0.54 0.72 1.64 1.82 1.97 Est. vol. total, Calls 15542 Pure 19203. Previous day's open int., Calls 179708 Plas 265180	1 Up to 5 years (19) 119.85 - 2 5-15 years (21) 152.49 167.72 4 fredeemables (5) 210.80 5 All stocks (50) 147.18
France 8TAN 4,750 03/02 99,9731 +0.160 4,75 4,74 4.52 OAT 5,500 10/07 99,5100 +0.650 5,56 5,57 6,63	Italy E notional Italian Covt. Bong (BTP) Futures	Index-Inked
Germany Bund 6,000 07/07 102:2400 40,150 5.70 5.85 5.85 lestend 8,000 08/08 110.3900 40,150 6.44 8.38 6.40 tely 6,750 02/07 101.2900 40,090 8.581 6.60 6.62	(LIFFE)* Life 200m 100ms of 100%	8 Up to 5 years (2) 206,52
tely 6,750 02/07 101.2900 +0.090 6.56† 6.60 9.62 Japen No 148 5.600 06/02 118,7034 +0.570 1.39 1.40 1.62 No 182 3.000 06/05 106,6704 +0.030 2.10 2.12 2.32	Open Sett price Change High Low Est. voi Open Int. Sep 135.30 135.54 +0.14 135.85 135.30 32696 100260	7 Over 5 years (10) 189,02 8 All szocks (12) 198,73
Netherlands 5.750 02/07 100,7500 +0.150 5.64 5.59 5.52 Portugal 9.500 02/06 120,7000 +0.200 6.28 6.16 8.22	Dec 107.78 +0.14 0 5178 II TALIAN GOVT, BOND (STP) FUTURES OPTIONS (LIFFE) Lin200m 1000s of 100%	Average gross redeniption yields are shown
Spein 7.350 03/07 107.0000 +0.170 6.34 6.29 6.32 Sweden 8.000 06/07 110.2412 -0.080 6.57 6.62 6.58	Stries	FT Fixed Interest Indices
UK GWs 7,000 06/02 99-26 -1/32 7,04 7,09 7,02 7,250 12/07 101-03 -1/32 7,10 7,05 6,99	Price Sep Dec Sep Dec 8000 27.78 0	Aug 11 Aug 8 Au
8.000 10/08 114-09 -1/32 7.13 7.07 7.04 US Treesury 8.125 08/07 98-05 -8/32 6.38 6.23 6.42	8050 27.26 0 8100 26.78 0	Govt. Secs. (UN) 96.49 96.50 97 Fixed learnest 125.22 125.30 125
6.375 08/27 96-12 -22/32 6.66 6.48 8.72 ECU (French Gov) 5.500 04/07 96.5700 +0.240 5.97 6.87 6.84	Est. vol. 1019l, Calls 396 Puss 1602. Previous day's open Inc., Calls 104561 Puts 137601	O FTSE International Ltd 1997, All rights re- high since commission: 133,87 (21/01/94), for GRI Edged volunte data will be prevenieble.
Location closing, "New York mid-day Yelicis: Local inserted stondard, 7 Gross (including withholding tex at 12.5 per cent psyable by representations)	Spain	
Proces: US, UK in 32nds, others in docknel Source: Standard & Poor's MAS.	M NOTIONAL SPANISH BOND FUTURES (MEFF)  Open Set price Change High Low Est vol. Open Int.	
	Sep 116.40 116.84 +0.21 118.82 116.37 53,633 82,011	FT/ISMA INTERNATIONA
US INTEREST RATES	Dec - 100.48 - 100.38 99.85 - q.288 UK	Listed are the latest international bonds for v
Letiest Treesury Bills and Bund Yields One south	NOTIONAL UK GRT FUTURES (LIFFE)* £50,000 32nds of 100%	hound Bid
Prime rate 6½ Two month Toree year 6.13 Broker loan rate 74 Toree snooth 5.29 Prev year 6.21	Open Sett price Change High Low Est voi Open Int. Sep 114-04 114-06 -0-01 114-18 114-03 38891 178103	Abboy Ned Treesury 612 03 1000 99%
Fort.honds at Interventible - One year 5.59 30-year 6.63	Dec 113-31 113-27 -0-01 113-31 113-27 63 9998  ELLONG GILT FUTURES OPTIONS (LIFFE) 250,000 54ths of 100%	ABN Arro Bark 71, 05 1000 1011 African Day Bk 71, 23 500 10112
	Strike CALLS PUTS Price See Oct Nov Dec See Oct Nov Dec	Aberta Province 75 98 1000 1014 Argentine 111 17
	114 0-43 0-62 1-20 1-36 0-27 1-08 1-30 1-46	Austria 8/2 00 400 104/4
BOND FUTURES AND OPTIONS	118	Bencoment 7 <sup>1</sup> 4 04 1000 93 <sup>1</sup> 4 Bencoment 7 <sup>1</sup> 4 04 1000 93 <sup>1</sup> 4
France	Est. vol. total, Calle 3851 Puts 2425. Previous day's open Ins., Calle 50800 Puts 45605	Bank Ned Gemeentan 7 99 1000 1012 Bayer Vereinstak 8 2 03 500 1034
NOTIONAL FRENCH BOND FUTURES (MATIF) FF-500,000	ECU BONO FUTURES (MATIF) ECU100,000	British Columbia 7 % 02 500 1047s
Open Sett price Change High Low Est. vol. Open Int. Sep 126.84 129.34 - 129.52 126.94 64,625 166,742	Open Sett price Change High Low Est. vol. Open int.	British Gas 0 21 1500 167g British Telecom 6 % 02 1500 101 4
Dec 97.94 96.26 -0.02 98.42 97.84 527 11,865 Mer 97.34 97.66 -0.02 97.34 97.84 2	Sep 96.20 96.44 - 96.54 96.20 379 8.161	Canada 6½ 05 1500 99 Cheung Kong Fin 5½ 98 500 96%
LONG TERM FRENCH BOND OPTIONS (MATIF)		Chine 6 <sup>1</sup> 2 04 1000 97 <sup>1</sup> 4 Creat Foncies 9 <sup>1</sup> 2 99 300 104 <sup>5</sup> 9
Strike CALLS PUTS Price Sep Oct Dec Sep Oct Dec	LUS TREASURY BOND FUTURES (CBT) \$100,000 32nds of 100%	East Japan Paskery 6% 04
127 2.57 0.03 128 1.46 0.12	Open Latest Change High Low Est. vol. Open Int.	Ex-im Bank Japan 8 02 500 106 Swon Capital 0 04 1800 635
129 0.72 0.38 130 0.24 0.90	Sep 112-22 112-26 +0-04 113-03 112-17 757,882 520,732 Dec 112-10 112-14 +0-04 112-22 112-08 17,438 49,703	Fed Home Loan 71, 99
131 0.05 1.71	Mar 112-10 111-38 - 112-10 112-10 4,684 31,789	Finland 77, 04 1500 107% Ford Motor Credit 612 02 1250 9512
Est. vol. total, Calla 4,513 Puta 6,375 : Previous dey's open int., Cells, 86,856 Puta 121,646.	Japan	General Mills 0 13 1000 27 1/2 14 France 51/4 96 650 98 1/4
Germany  NOTIONAL GERMAN BUND FUTURES (LIFFE) DM250,000 1000ts of 100%	IN NOTIONAL LONG TERM JAPANESE GOVT. BOND FUTURES (LIFFE) Y100m 100ths of 100%	Inter-Arner Dev 61: 05 1000 971: Inter-Arner Dev 71: 05 500 1041:
Open Sett price Change High Low Est. vol Open int.	Open Clase Change High Low Est vol Open Int.	Int Printer 54, 89
Sep 101.59 101.90 +0.15 102.02 101.58 113900 296156 Dec 101.00 101.07 +0.15 101.06 101.00 140 18411	Sep 126.52 126.56 125.53 1280 ra Dec 126.01 126.02 126.01 417 na	taly 5 03 2000 985; taly 57; 23 3500 963; Japan Dev Bk 81; 01 500 1057;
	* LEFE futures also traded on APT. All Open interest figs, are for previous day.	Kores Sec Power 8 <sup>3</sup> g 00 1350 96 <sup>3</sup> 2 Messachta Pac 7 <sup>4</sup> g 02 1000 103 <sup>3</sup> g
UK GILTS PRICES		Mexico 97 <sub>8</sub> 07 1000 1067 <sub>8</sub> Mexico Puesta 91 <sub>8</sub> 01 1000 1024 <sub>8</sub>
Yeld		Ontario 7 % 03 3000 103%
	### 1   52 mook	Oster Kontrollbank 8 <sup>1</sup> 2 01 200 106 <sup>1</sup> 4 Portugal 5 <sup>1</sup> 4 03 1000 96 <sup>7</sup> 6
Shorter (Lines up to Five Years)	7.15 1134 114] 1981 been-Listed 94	Ousted Hydro 8 4 98
Sept 03.00 1998 9.64 6.97 1014 -A 10414 1004 Fact 104cc 2005 -A 8.71	7.13 1204 1214 1174 2 oc til (78.3) 2.04 2.53 1873 all 1879	Spain 61 <sub>2</sub> 99 1500 100% Sweden 61 <sub>2</sub> 00 2000 101
Than 7-left 1998; 1 7.24 7.02 1999; -1 1998; 1998; 1998; 12-jp; 2003-5 9.89 1998; 12-jp; 2003-5 9.89 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998; 1998; 1-1 1998;	7.18 125.2 -1 129.5 124.5 2750.03 (78.6) 320 3.55 1834 -1 164.4 177.6 7.12 108.5 109.5 100.4 440.045 -1 176.6 3.55 18.4 -1 129.5 154.4 177.6 177.6 177.4 -1 183.5 113.4 20.08 -40.9 3.2 3.57 183.4 -1 129.5 183.4 178.6 183.5	Terressee Valley 8 00 1000 99% Terressee Valley 6 05 2000 96%
Trees   Pupe   1989	7.12 1024 1024 1025 974 2120 10 1723 1.35 1.39 1745 +4 175, 1051 175 1074 175, 1051 175 1074 175, 1051 175 1074 175, 1051 175 1074 175, 1051 175 175 175 175 175 175 175 175 175 1	Tokyo Sec Power 6 <sup>1</sup> s 03 1000 99 <sup>1</sup> s Toyota Motor Cradit 7 07 1000 101 <sup>1</sup> 2
200 101-01 1050 9.95 7.08 10512 -3 11013 10513 Trees 114-02 2003-7 9.77	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	United Vanodom 74, 02
New   10   1999   1	7.15 10845 — 1114 10945 2200 20	World Bank 61 05 1500 994
200 1200 2000 11 20 7 14 115A -A 1207 115A Team Box 2009 7.46	1.14 101 100-4 00 1004 100 FM Co. FM	World Stank 8% 99 1500 105
and 2000tt 7.79 7.05 102% -5 10413 102 Conv Spc to 2811 # 7.75	7.15 1784 1184 10717 reflect rehasing of RPI to 100 is February 1987. Convention	Austria 612 24 2000 991a
Page 10t 2001 9.20 7.16 100-1 -1 112/1 96/3	Sector 3,945. RPI for November 1996; 153,9 and for June 1997; 157.5.	Bader-Wierz L-France S 99 . 2000 10312 Bayerische LS 6 05 1500 102
Town 91gc 2001 4 837 7.10 1075 - 1 1006 1076 1076 1077	7.76 1184mi 178.8 195½	Credit Foncier 7 4, 03 2000 1083 <sub>8</sub> Depte Finance 63 03 1500 1053 <sub>4</sub>
1126 7.08 1063 - 2 1095 1083 1083 1083 1083 1083 1083 1083 1083	6.90 672 +1, 093 7713 713 1085 11012 9713	Deutsche Sk. An 7 <sup>1</sup> 2 00 2000 110 Deutsche Finance 5 <sup>1</sup> 4 04 2500 102 <sup>1</sup> 2
Tegas Dec 201347	7.07 1052 + 10713 854 Other Fixed Interest	EEC 61 <sub>2</sub> 00 2000 1051 <sub>2</sub> EEE 61 <sub>4</sub> 00 1500 106
Such 12pc 2013-17	7.10 14035 14042 13040 7.01 11029 11972 672	Finland 71 <sub>2</sub> 00 2000 1075 <sub>1</sub> Helstes ind 55 <sub>4</sub> 01 1500 1035 <sub>4</sub>
ne to Filtram Years 		KPW Inf Arrance 64 03 2250 1054
889 91,02 2002 8.80 7.15 1100 - 1221, 1881 2 25 90 2002 8.34 7.16 1073 - 1004, 1884 2	Adian Dav 101-pc 2009 841 7.40 1217 1292 1242 11425 Brann 111-pc 2012 855 7.70 1342 1344 123 Lendt 131-pc 2005 9.75 1342 1342 13412	Ontario 6 <sup>1</sup> 4 D4 1500 104 <sup>3</sup> 8
per 94-per 2003 8.70 7.12 1124 1124 11045 Tendand 7.42 7.60 7.18 1044 10543 1024 Canada 4sc 7.42	- 537] -1] 557 <sub>1</sub> 474 <sub>1</sub> Urerped Nepterred 7.57 - 40 25 III _ 25	STRAIGHT BONDS: The yield is the yield to reck FLOATING RATE NOTES: Denominated in doll
108 134pc 2000-3 0 11.77 7.12 1174 -3 1192 1173 Variant Spect 1173 Variant Spect 1174 1136 -4 1164 1175 Care State 81 Aft 5.29 1176 Care State 81 Aft 5.20 1176 Care State	- 66, +1 673) 59, Mandrester 11/200 2007 9,02 7,65 127/5 128/5 120/5	Converted courses couper.  CONVERTIBLE BONDS: Descripted in dallers
588 101-102 2001-4 10.13 7.18 11388 -1 1275 1131 Trans Sp. 106 AR. 7.46 110-102 2001-4 10.13 7.18 11388 -1 1275 1131 Trans Sp. 106 AR. 7.46 113 Committed 2500 7.12 1153 -1 1164 113 Committed 2500 7.12 7.15	- 40% +2 41% 35% list WY. 3pc B	

														-	
	ISMA INTERNAT	TON.	AL F	303	in s	ERVICE					*****				
_			_	_		equals secondary market. Letest pri				_			-		
	beard		Offer			leaved		Offer				lummed	Bid	Offer C	ty grk
	OLLAR STRAIGHTS			Ī.		Spain 7 <sup>1</sup> 4 (33 4000		1104		5.10	Abbey Natl Tremuly 8 05 E				-i <sub>0</sub> .
	Next Treasury 612 03 1000 two Bank 74, 05 1000	1017	100 <sup>1</sup> 8		7.05	Volleswagen Inti Fin 7 00	106	106 <sup>1</sup> 4 104 <sup>1</sup> a		5.35 5.11.	Dermark 6% 23 E	150 800	1063 993	106 L	74
	Dev Bk 74 23 500	10112	1017		7.24	World Bunk B1g 02 5000		105 <sup>1</sup> 2		4.88	Depte Finance 71 to 03 E	500	977		-i <sub>a</sub>
	Province 7 98 1000	1012	1017		6.18	World Berrik 71 05 3000	110	1104	44	5.40	EB 503 6	1000	103		-18
Seam.	ne 11½ 17 2000 Nev Blank 5½ 05 750	987	117%		8.63 6.65	SWIBS FRANC STRAIGHTS					Finland 7 03 E Glavo Wellcome 8% 05 E			1087	٠, -
		1044	1047	-	632	Astern Dev Berik D 18 500	437	443		4.58	HSBC Holdings 11.69 02 E _	365	116 <sup>1</sup> a	1163	•
	Must L-Fn 63 00 1000	1034	1034		6.40	Austria 41 <sub>2</sub> 00 1000		106		211	Japan Dav Bk 703 E	400	1284		-4
	next 7 <sup>1</sup> 4 D4	1012	94 lg	4	8.71 219	Denmark 44, 89 1000 BB 34, 99 1000	1023	10472	1	1.82	Land Secs 912 07 E	200	4441		•
	reinst 8 2 03 500	1034	104		8.40	FR 63- 04 300	1151	115%	-	420	Ortedo 114 01 E	103	11112	1117	***
igi.	1512 03 1000	9514	9512		6.44	Firstand 7 <sup>1</sup> 4 99 300 Helioba Finance 3 <sup>3</sup> 4 00 1000	1104	1104	•	2.27	Powerper 87 CS E	250	1047		-10
		104%	1051		6.54 7.82	Heliota Finance 34, 00	104	1054	1	2.53	Severa Trees 1112 99 E	150	1063	105	
b)	Sen 0 21 1500 Feboom 6 & 02 1500	1014	101 2		842	Ipsland 7 <sup>2</sup> g 00 103 Inter Amer Dev 4 <sup>3</sup> g 00 600	10512	106	7	3.18	TONZ Fin 94, 02 NZS	75	110%	1111 1061 <sub>2</sub>	4
	6 5 05 1500	99	99 <sup>1</sup> 4	-3,	5.64	Ontario 6 <sup>1</sup> 4 03 400	11532	118	•	3.11	World Bank 9 89 NZ\$	250	1017	1025	
	Kong Fin 512 98 500	965	95%		6.78	Ovebec Hydro 5 05 100	10312	1043		4.57	Credit Local 8 01 FFr	- 2000	1044	10678	. 3
	7 <sub>2</sub> O4 1000 foncier 9 <sup>7</sup> 2 99 300	974 1045	97% 104%	4	7.18 8.20	SNCF 7 04 450 5weden 44, 06 500	1214	122	4	3.56 3.22	Dersmark 5 <sup>3</sup> 2 99 FFr Elac de Franca 8 <sup>3</sup> 4 22 FFr	7000	102%		***
2.5	pen Palwey 6% 04 600	9914	9912	ᆧ	8.76	World Bank () 21 700	314	32		4.84	CAL OF HAILS ON 22 PT	200	1217	1254	
860	500	88.	983	-10	6.30	World Bank 7 01 600	1154	11512		2.47	FLOATING PARE NOTES		•		Υ.
4111	500 500	106	105 <sup>1</sup> 4	1	8.49	YEN STRAIGHTS						gened .	514	Offer	
Ho	Teplat 0 04 1800 Teplat 0 04 1800 Teplat 17 12 99 1500	1017	102	-4	218	Beigtum 5 80 75030	1004	10972		1.00	Abbey Nati Treasury -4 98	1000	20.93	. 100.02	52
ere:		1017	1051		6.61	BB 6 00 100000	1142	1144	44	0.94	Argentaria Global Fin 0 01	700	99,74	99.64	-
		107	107	-30	8.60	Ex-im Bank Japan 47, 03 105000		1147	+1-	1,83	Codes -2 01	2000	99.65 98.80	99,73	- 51
	Stor Credit 6 <sup>1</sup> 2 02 1250	27/2	96 <sup>3</sup> s	7	274	Fed Nat Mort 2 99 100000	1024	10212		0.00	CCCE 0 06 Ecu	_ 200	98.80	100.10	
F	MSIs 0 13	98%	95%	-4	8.40 6.23	Inter Amer Dev 714 03 300000 Both 312 01 300000	116%	117 <sup>2</sup> 9 106	44	1.09 1.40	Commerziak O/S Rn - 1 28 _	750	99.83	. 98.91	- 5.6
-40	ner Dev 64 05	974	874	ے2	5.58	taly 3 <sup>1</sup> 2 01 300000 taly 5 04 200000 Japan Dev Bk 5 90 100000	119	1194		2.17	3CIF 0.15 03 DM	1250	100.07	100.18	
- An	ner Dev 7½ 05 500 not 54, 89 500	1044	1047	J	6.68	Japan Dev Bk 5 99 100000	1085	108%		0.91	Credit Lyonnais (4 (0)	_ 300	95.35	95.66	5.0
Final 50		95%	98%		8.08 8.37	Japan Dev Sk 6 <sup>1</sup> 2 01 120000 SNCF 6 <sup>1</sup> 4 00 30000	1201 <sub>2</sub>	1205 1145	44	1.02	Fred Net Mort -C 00	1500	DOTAL .	100.05	5.5
	23 5500	963	963	J.	7.31	Spain 6% 02 125000	11852	1184	ąlą.	1.54	Hallax BS 099	_ 500		100.13	
	ev Bk 8 € 01 500		105 <sup>1</sup> 8	-4	6.43	Sweden 37, 99 75000	1055	1057	_	0.82	Mil Bank Inti 1 <sub>4</sub> 30	- 500	100.34	100.43	40
	isc Power 8 <sup>3</sup> s 00 1350	96 <sup>1</sup> 2	957	4	7.18	World Bank 54, 02 250000	116%	117	44	1.45	toly 0 05 Rou	. 1500	100.32	100.88	42 57
άcο		10672	1074	J,	6.55 8.96	OTHER STRAIGHTS					UKB Baden-Wuent Pin -1 96	. 1000	98.95	100.04	5.6
<b>a</b> n P	Lessia 914 01 1000	ME.	1025	4	6.79	EBRD 144 98 R 250	9912	100/2			Lloyde Bank Perp S @10		91,00	92.00	5.5
ab)	71, 03 3000	1037	1044	٦,	6.83	World Bank 15 99 R 500		1014	44		Nova Scote & 59	_ 650	99,83	100.08	50
arc I		105 <sup>1</sup> 8	1051	4	6.80	Austra 612 99 R 1000	104	1041		4.06	Criterio 0 99	2000	100.13	100.21	5.0
		957	106 <sup>1</sup> 2	4	6.48 6.47	PTT Nederland 5 <sup>1</sup> <sub>2</sub> 05 R	100%	110		5.24	Portugal 1 99 DM	2508	10027	100.95	9.1
bec	Hydro 84 98 150	103 4	1037		6.18	British Columbia 7% 03 C\$ 1250	10812	1097	ال-	5.89	Portugal 1/2 99 DM	500	99.85	99.96	5.7
3 10	99 200		10512	μ,	6.36	Canada Mig & Hay 5 4 99 CS 1000	1051	1054			Spein - 02 DM	500	100.04	100.00	30
n 6	6/2 00 2000	100%	100%	1.	6.17	Bec de France P4; 99 C\$ 275 kNW int Fin 18 01 C\$ 400	108% 114	10012	-i <sub>8</sub>	5.18 5.54	State Sk Victoria 0.05 99		00.05	100.13	58
100		ogl.	993	-4	6.36 6.35	Microso Tel Tel 101-99 CS 200	110	1103	J,	527	Sweden -1 <sub>8</sub> 01	2000	100.00	100.05	5.5
7000	es Valley 5 1 05 2000	985	987	4	6.71	Ontario 6 08 C\$ 1500	1105	110%	-	5.82	United Kingdom 3 01	2000	99.94	99.98	_55
yo E		1017	99%	4	6.30	Ontarto 6 08 C\$ 1500 Ontarto Hydro 9 02 C\$ 2000 Ontarto Hydro 107; 99 C\$ 500	114	1094	그	5.74	CONVERTIBLE BONDS				ويتوه
ed k	9rodom 5-4 01 2000		1021		6.20	Onlario Hydro 104; 90 CS 500 Ostar Korátskibank 104; 90 CS 150	100	1094	7	4.96 5.16			CONT.		
H N	Gingdom 74 02 3000	1047	1047		6.30	Quebec Hydro 7 Of C\$ 1000	1054	10612	•	6.18		eued : I	tice ,	56 OS	7
De	ney 6 <sup>3</sup> 1 01 1300 ank 6 <sup>3</sup> 1 05 1500	995	80%	4	6.59	Quebec Proy 1012 95 CS 200	100%	1077		4.96	Alled-Lyons 64, 08 2	200	804 9	B4 - 801	+80
M 6	ank 6½ 05 1500 ank 6½ 99 1500	105	205 <sup>1</sup>	4	6.60	Council Europe 9 01 Box 1100		1142	+4	5.17	F-81-4 F 1 14		9000	100 100	- 60
4	anv 3 39	105	1034		5.83	Credit Fonder 8% 04 Ecu 1000 Denmark 6% 02 Ecu 1000		119%		521	Grand Metopolitan 6 <sup>1</sup> 2 00	710	437.13	54 195) 64 1972	
	THE MARK STRAIGHTS					EC 8 03 Eq 1100	1034	1035		4.88	Inchesion St. OR P	125	CAN B	52 T2	
	2000	991	993		6.57	BB 10 01 Scu 1150		1161	+4	4.87	1-26-27.000	B4 .			r. 13
	Muert L-Finance S 99 . 2000 the LB 6 06 1500	10312	1037		3.89	Finland 5 <sup>1</sup> 2 07 Equ 750 bay 9 <sup>1</sup> 4 11 Equ 2500	1767 1257	1174	<b>.</b> l-	210	Larno 74, 05 E MBL Int Fin 3 02 Mbat Bank 27g 03 PEC 77g 03 E	90 :-	5.64	26 354	
		1083	108%	***			11412	1147		6.34 4.84	MSL Int Fig 3 02	200	ZZ	106 170 14 954	
ÉR	remos 6 <sup>3</sup> s 63 1500	1054	105%	-28		United Kingdom 84s 01 Eas 2750	1137	1134	44	4.60	PSO 74 03 2	150	6.72 10	al south	135
	8k An 712 00 2000	116	1103		5.34	ADC 10 99 AS 100	10714	1075		500	Seksoury 812 05 E	20	337 TR	1317	::-D
		10512	1021/4			Comm Bk Australia 15% 99 A5 . 100	1045	115 <sup>1</sup> 2 105 <sup>1</sup> 2		5.90	Sand RM Firence 7to 02	250	· 76 · 9	8k /974	. 190
pl.		106	1054			ES 74 9 AS 350 Not Australia Bank 64, 99 AS 250		1014		534 S65	Suppore 1 2 00 Y 41	1000 · 110	08.4 : 10 bao : 10	94 1017 34 944	-
		107	107%		4.16	NSW Treating Zero 0 20 AS 1000	201			7.13	Surfaces 74.06 E	30 30 155	39 14	1424	+4
		103	1037		4.76	R 8 1 Benk 73, 03 A\$ 125	105	105%	-12	6.68	Transmiterite Heles 512 00 C	250	509 -10	<b>μ. 105</b>	
		10514	105			State Bk NSW 8 02 AS 300	110			6.62	Vanancischi Ph 16: 00 Y 30	XXX 25	55.7 HI	7 THY	1
FO.	ien-Wuert 612 08 2250	1045	1044	μĬΔ	592	Sti Aust Govt Fin 9 02 A\$ 150 World Bank 84, 00 A\$ 100	7094	1104	-79	6.68	* No information emitable - pr ‡ Only one matter mater exp	200U C	N 3-9766	1 / A.C.	ا مير





SDAY AUGUST 12 1897

Froncesii. The wealth is the present of the control MANAGED STATES OF THE PARTY OF to is planting subting to be Mealth 122 more to the Manager 122 more than the

Source state of the source of Security is that tostinone IRVESTORS IN THE STREET ENGLY OF THE PROPERTY OF THE P the control of the co

Carrier Constant THE STREET STREET STREET and working a first water a company and the company of the company

man and min tens outh the mann was · ALE Titt Bage 4 50 . There's but Attack 

::: ::!!

...

.

75.60

4 mg/1 4 m m 2 m 4 m

8. 17.5

i: E

, yar

"ALL THE CONTRACTOR

Greg Melto

#### **CURRENCIES AND MONEY**

### Pound gains after week of torment

By Simon Kuper

many investors decided that to the strong pound. its 11.5 přennig slide against due to strong falls in US Y114.85 late on Friday.

the market waited to discover whether the Bundes country could live with its bank would today announce currency's recent slide. Mr can still move Japan's currency a move from a fixed-rate Mahatbir Mohammad, report to a variable ten-Mahaysian prime minister, as in 1994 and 1995. der. The bank has binted had said on Friday that he that it might make the was happy with the ringgit's switch, which would probably cause interest rates to

drift higher, as a way of defending the D-Mark.

There was little news to amb move the market. Traders ly shrugged off a higher than

POUND SPOT FORWARD AGAINST THE POUND

Sterling rose 2.4 prennigs the D-Mark last week had against the D-Mark to close been overdone. The dollar in London at DM2.9497. also recovered modestly Against the dollar, it gained from the depths it hit late on 12 cents to \$1.5907. The dol-Friday, when it lost 4 pfen- lar closed at DML8544 to the nigs against the German cur- D-Mark and Y115.735 to the

1.5900 1.5879 1.5853 1.5902 - Prev. close 1.5875 1.5855

-0.5345 047 -066 81.1480 60.4800 60.7757 3.5 60.4057 -0.0943 284 -386 11.2822 11.1503 11.202 3.4 11.138 +0.0636 962 - 113 83.460 8.7550 8.7785 3.5 8.726 +0.0786 316 -418 9.9778 9.8864 9.037 4.0 98.467 +0.0248 484 - 510 - 2.8826 2.9272 2.8404 3.8 2.3213

(DM) 29487 + C10248 484 - 510 - 2.9828 29272 2.9404 3.8 2.9213 (DM) 461.391 + 3.473 126 - 655 463.583 442.392 463.174 - 4.6 465.798 (DS) 1.1060 +0.0066 048 071 1.1078 1.0980 1.1055 0.5 1.1041 (L) 2878.01 + 25.29 835 - 967 2880.32 2858.18 2878.09 0.0 2878.06 (PH) 60.9557 4.05345 047 - 006 61.460 80.4890 60.7757 3.5 80.4057 (PH) 3.3234 +0.0278 279 - 248 3.3382 3.2982 3.3132 3.7 3.2923 (NK) 12.1324 +0.1388 246 - 402 12.1822 12.0081 12.0990 3.2 12.0389 (Ed) 298.415 +2.307 242 - 589 299.688 298.268 0.6 297.729 (PM) 249.486 +2.21 946 - 150 249.865 247.300 248.733 1.5 247.308 (SK) 12.8890 +0.1623 791 - 989 12.7123 12.5452 12.6615 2.6 12.603 (SK) 12.8890 +0.1623 791 - 989 12.7123 12.5452 12.6615 2.6 12.603 (SK) 12.8266 +0.0368 200 - 231 2.4251 2.3967 2.4107 5.4 2.3851

+0.011 978 - 000 1.5049

1,5904 +0.0128 899 - 909 1,7265 +0.0133 258 - 271 2,2186 +0.0206 155 - 177

expected rise in UK producer level. The currency immediprices in July, caused stely fall 2 per cent, and yesmainly by tax rises in the terday it dropped again, to July 2 Budget. Raw materi- M\$2.7440. Mr David Sim-The pound rose yesterday as als costs fell sharply thanks monds, emerging markets ecocomist at Citibank in London, said that on fundameotal grounds the ringgit's elide should soon cease. However, be said the market

rency and Y4 against the yen yen, up from DM1.8475 and Mr Elsuke Sakakihara may have a new job in the Japanese finance ministry. However, currencies trad - The Malaysian ringgit hit but to the currencies market ing yesterday was quiet as a 42-month low against the be is still "Mr Yen". Now the vice minister for international affairs at the MoF. be

M\$2.80 against the dollar.

Yesterday, asked to remark on the dollar's slide

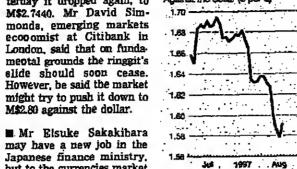
3.4 10.8465 3.5 8.5133 3.6 9.5712 3.8 2.8344

-3.8 474.165 0.7 1.0933 0.0 2875.46

3.8 58.6557 3.7 3,1963 3.1 11.7699 0.9 293.641

1.7 243.613 2.2 2.7 12.3465 2.7 5.5 2.2879 5.5

Against the dollar (\$ per 1)



Source, Datastreem/CV as it stays broadly within the Y110 to Y120 range against the yen.

If Tokyo can countenance the dollar rising within that remark on the dollar's slide of Friday, he said: "No comment." Innocuous as that sounded, it attracted the notice of currency strates egists. They believe that Mr Sakakibara does not particutive of currency strates are still far higher than Japan's. Ms Philippa Malmgren, currency strategist at Bankers (JAE 1000 - 30 larly mind what the dollar Trust in London, said that

despite the dollar's Friday Today could be a big plunge. I don't see anyone day for the market. As well saying, 'Fundamentally I as the Bundesbank's decibelieve in the yen and I want sioo on its repo rate, UK

a strong dollar. Mr Jeremy don, forecasts a 3.2 per cent Hawkins, chief ecocomist at increase over last year. The said the dollar's fall on Fri- target is 2.5 per cent. day was probably only "a does for the moment, as long noted also that the dollar Report, and UK average

DOLLAR SPOT FORWARD AGAINST THE DOLLAR

156.565 +0.18 550 - 580 7.9770 +0.0407 733 - 807 1.5223 +0.0114 218 - 228

1.5907 +0.0123 902 - 912

0.9996 -0.0003 996 - 995 1,0854 - 853 - 854 1,3935 +0.0002 932 - 837

New Zealand Philippines Saud Arabia

■ JAPANESE YEN FUTURES (IMM) Yen 12.5m per Yen 100

 Open
 Latest
 Change
 High

 0.8750
 0.8534
 -0.0132
 0.8759

 0.8780
 0.8755
 -0.0128
 0.8794

 0.8920
 -0.0111
 0.8920

1.5874 +0.0034 1.5920 1.5820 +0.0034 1.5830 1.5770 +0.0038 1.5770

Rate Change % -/- from % spread Div. against Sou on day cen. rate v weakest Ind.

- 0.74 1.28

0.13

0.28

Tev. day's open int., Calls 16,995Puts 15,975

0.88

Low Est, voi Open int.

94.22 71,420 514,931 93.58 214,296 488,428

0.74

0.52

195,188 341,037

**EMS EUROPEAN CURRENCY UNIT RATES** 

0.796709 0.739634 -0.000328 5.85424 5.89632 -0.00803 1906.48 1925.50 -0.08

199,888 166,667 7,52332 2,22567 1,97537

285,269 309,049 +0,218 4.57 0.793103 0.668726 -0.004129 -15,88

2.75

1.18

0.87

IL THREE MONTH EURODOLLAR (MAN) S1m points of 100%

+0.01

+0.02

94.86 - 94.88 94.88 94.70 +0.01 94.70 94.70

CALLS
Sep Oct Dec
0.43 0.30 0.32 0
0.19 0.12 0.14 0.01 0/
0.03 0.03 0.04 0.09 r
0 0.01 0.33
0 0.58

0.11 0.05

Q.14 Q.33

E EURO SWISS FRANC OPTIONS (LIFFE) SF: 1m points of 100%

94.23

IL UE TREASURY BELL FUTURES (MM) Sim per 100%

E EUROMARK OPTIONS (LIFFE) DATINI points of 100%

Discounting refers set by the European Contraction of the Contraction

Previous day's vol., Calls 1,868 Puts 1,573 . Prev. day's open int., Calls 23,750 Puts 37,715

Oct

1,48 1,19 0,93

94.23

R PHILADELPHIA SE D-MARK/S OPTIONS DA62,500 (S per DM)

+0.00262 +0.0185 +0.0504 +0.00223

E STEPLING FUTURES (MM) \$62,500 per £

13.5485

1.87

Aug

0.44

94.22

94.88 94.70

0.07

Strike Price

0.540

0.8634 52,632 76,662 0.8755 308 2,271 0.8890 1 413

2.22 2.54 3.16

0.83

(Sch) 13.0482 +0.0087 450 - 503 13.0880 12.9800 13.0242 (BFr) 38.3200 +0.047 610 - 630 7.0837 7.0287 7.0503 (FM) 5.5345 -0.0029 315 - 375 5.5535 5.5154 5.223 (FM) 5.5345 -0.0029 315 - 375 5.5535 5.5154 5.223 (FM) 6.2488 +0.0012 455 - 480 6.2670 6.2750 8.2363 (DM) 1.8544 -0.0013 541 - 545 1.805 1.8457 1.8506 (DM) 260.055 -0.06 680 - 130 291.010 278.760 291.35 (III 1.806) 1.805 1.805 1.8157 1.8506 (III 1.806) 1.805 1.805 1.805 1.8157 1.8506 (III 1.806) 1.805 1

156.900 155.800 156.52 7.9929 7.9079 7.968 1.5252 1.5095 1.517 1.5842 1.5855 1.5888

(AS) 1.3658 -0.0117 554 - 563 1.3569 1.3545 1.3652 0.5 1.3534 0.7 1.345 0.8 94.0 (HKS) 7.7425 -0.001 420 - 430 7.7430 7.7415 7.743 -0.1 7.7439 -0.1 7.7462 0.0 - 694 35.7050 -0.01 800 - 300 35.7300 35.6800 35.8425 -4.6 36.1275 -4.7 97.34 -4.5 -

0.9396 1.0854 1.3943

retail price inflation data for Washington may fret over July should interest traders. Japan's growing trade sur- Many strategists think yearplus, but few in the market on-year inflation could rise think the US will seek to sharply, even if the monthboost the yen as a way of on-mooth figure for July shrinking the surplus. Mr falls. Mr Michael Wallace, Robert Rubin. US treasury senior currency economist at secretary, still says be wants MMS International in Lon-

> June. If inflation is indeed market's view that UK inter need not be good for the growing view that the UK

economy might just plunge

into a familiar boom-bust

2.5 5.4055 2.3 6.1026 2.5 1,8078

-4.6 300.555 0.5 1,437 -1.1 1817,48 2.4 37,4

2.4 37.4 2.4 2.0388 2.2 7.4725

0.6 155.17 1.4 7,8746 4.2 1.4608 1.4 1.5689 -1.8 1.0815

2.2 12.7512 2.3 101.3 2.4 37.4 2.4 101.2 2.0 6.9196 2.0 102.4

recession in 1998.

22 12.9752 23 38.0935 20 7.026 25 5.4994 22 5.2115 25 1.8426

2.3 38 0935 2.4 2,0766 2.3 7,5842 0.2 187,51

0.3 156,345 1,4 7,9486 4.2 1,5063

1.5888 1.4 1.585 1.0627 -1.5 7.0659

Bank of America in London. Bank of England's inflation, Tomorrow the Bank pub temporary correction". He lishes its quarterly inflation seemed to have decoupled earnings figures appear for itself somewhat from the rising, that could change the est rate rises are virtually pound. It could feed the

WORLD INTEREST RATES

EUKO CU	REEL	I WELL	nes :	KA I ES		
Aug 11	Short term	7 days notice	One month	Three months	Six. months	One
Beigan Franc Danish Krone Germen Mark Dutch Guilder French Franc Portuguese Esc. Spenish Pesato Sterling Swiese Franc Cansadian Doller US Dollar Italian Lira Jepaniese Yen Asian \$Sing	516 - 516 716 - 618 112 - 1 326 - 316 512 - 514 718 - 616 1	343 - 342 342 - 374 342 - 375 343 - 345 344 - 345 345 - 345 545 - 546 714 - 7 14 - 14 345 - 346 562 - 662 12 - 662 348 - 3	3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 -	31 - 31 - 31 - 31 - 31 - 31 - 31 - 31 -	312 · 375 312 · 315 314 · 316 315 · 316 316 · 316 317 · 316 317 · 316 318 · 317 318 · 318 318 · 318	3½ - 3½ 3½ - 3½ 3½ - 3½ 3½ - 3½ 5½ - 5½ 7½ - 7½ 1½ - 4¼ 65 - 6½ 3½ - 3½ 3½
Short term rates a	re call for th	e US Doller	and Yen, o	thers: Iwo day	s nouce.	

Open Sett price Change High Low Est. vol Open Int. 96.50 +0.02 96.52 96.47 96.34 - 96.36 96.32 96.24 - 96.26 96.23 THREE MONTH EUROMARK FUTURES (LIFFE). DM1m points of 100% 
 96.67
 96.67
 +0.01
 96.68
 96.66
 11609
 260430

 96.50
 96.51
 26.54
 96.50
 26635
 297965

 96.39
 96.40
 96.42
 96.98
 37284
 274635

 96.20
 96.21
 +0.01
 98.23
 96.18
 28029
 204207
 E ONE MONTH EUROMARIK FUTURES (LIFFE)" DM3m points of 100% 96.79 -0.01 96.75 -IN THREE MONTH EUROLIRA FUTURES (LIFFE). L1000m points of 100% 83.18 93.20 +0.01 93.21 93.18 6760 104250 93.51 93.50 -0.01 93.53 93.48 8101 94876 93.86 83.83 -0.02 83.87 93.82 3755 51370 94.10 94.08 -0.01 94.13 94.08 2918 41473 II THRIFE MONTH EURO SWISS FRANC FUTURES (LIFFE) SF/1m points of 100% THREE MONTH EUROYEN FUTURES (LIFFE) Y100m points of 100% Open Sett price Change +0.03 99.42 99.34 99.23 \* THREE MONTH ECU FUTURES (LIFFE) Eculin points of 100% Open Sett price Change High Low Est, vol Open Int.

95.84 85.65 +0.01 95.65 95.62 95.61 95.58 -0.02 95.61 95.57 95.57 95.57 -0.02 95.57 25.57 11114

CROSS RATES AND DERIVATIVES

## PFF DM RC L FI NGC Es Pts SNC SFF E

3 16.30 4.839 1.814 4721 5.452 19.90 489.6 408.6 20.82 3.973 1.841

8.846 2.628 0.966 2552 2.969 10.80 285.6 221.7 11.30 2.156 0.690

5 10 2.969 1.113 2996 3.345 12.21 30.03 290.8 12.77 2.437 1.006

8 3.368 1 0.375 975.7 1.127 4.113 101.2 64.43 4.302 0.821 0.339

8 8.985 2.657 1 2602 3.005 10.97 280.8 225.2 11.47 2.190 0.904

50 0.345 0.103 0.036 100 0.115 0.422 10.37 8.693 0.441 0.064 0.035

50 2.990 0.888 0.333 896.0 1 3.551 89.78 74.94 3.816 0.729 0.301

9 8.190 2.431 0.912 2372 2.738 10 248.0 205.3 10.46 1.996 0.824

4 3.330 0.988 0.371 964.4 1.114 4.065 100 83.46 42.52 0.811 0.335

3 7.831 2.325 0.872 2288 2.618 9.581 235.2 196.3 10 1.908 0.788

3 7.831 2.325 0.872 2288 2.618 9.581 235.2 196.3 10 1.908 0.788

4 4.104 1.218 0.457 1188 1.374 5.750 123.2 102.8 5.240 1 0.413

3 6.937 2.950 1.106 2876 3.323 12.13 298.4 249.0 12.69 2.422 1

3 4.483 1.331 0.489 1296 1.499 5.473 134.6 112.4 5.724 1.032 0.451

3 6.247 1.854 0.695 1809 2.089 7.827 187.6 158.6 7.977 1.522 0.629

5 6.630 1.968 0.788 1920 2.217 8.005 189.1 198.1 196.2 8.465 1.818 0.657 50.24 9.256 20.43 3.764 24.48 4.511 48.04 8.653 25.17 4.638 60.96 11.23 27.60 5.068

Sep Dec Mar

1,7297 1,7212 22188 22042 22098 3.7 2,1961 3.7 2,1452 3.2 12,4587 12,3818

Danish Kroner, French Frenc, Norwegien Kroner, and Sweden Kronor per 10; Belgian Franc, Yen, Escudo, Lita and Pasets per 100. D-MARK FUTURES (IMM) DM 125,000 per DM 
 0.5430
 0.5388
 -0.0038
 0.5431
 0.5388
 53,366
 117,755

 0.5433
 0.5418
 -0.0039
 0.5433
 0.5419
 467
 3,639

 0.5468
 0.5468
 -0.0023
 0.5468
 0.5468
 188
 1,004
 SWISS FRANC PUTURIES (IMM) SFr 125,000 per SFr

0.6563 -0.0067 0.6660 0.6583 27,744 56,330 0.6560 -0.0059 0.6682 0.6660 229 2,306 0.6780 - 0.6725 42 1,059 UK INTEREST RATES LONDON MONEY RATES Over- 7 days One Three Six night notice month months months Interbank Sterling 8 - 61/4 71/2 61/2 Sterling CDs.
Treasury Bills
Bank Bills
Local authority deps. 65/2 61/2 61/4 - 65/4 Coscount Market deps. 65/2 - 61/2 61/4 - 65/4 

Up to 1 1-3 . 3-6 . 6-9 9-12 month month months months 512 5 5 Certs of Tax dep. under \$100,000 is 21pc. Deposes withdrawn for cash 14pc.
Ave. tender rate of discount on Aug 8, 6,7800pc. ECGD thad rate 8dg. Export France. Make up day Jul 31, 1997. Agreed rate for pariod Aug 26, 1997 to Sep 29, 1997, Scheme R 8,27pc.
Reference rate for pariod Jul 1, 1997 to Jul 31, 1997, Schemes N 8, V 7,035pc. Finance House Base Rate 7pc from Aug 1, 1997 THREE MONTH STERLING FUTURES (LIFFE) 2500,000 points of 100%

Open Sett price Change : High 92.76 -0.03 92.79 92.63 -0.04 92.68 92.61 -0.04 92.66 8132 117240 15808 123290 10184 96371 8877 67196 5771 56000 92,78 92,55 92,64 92.62 -0.04 92.66 -0.04 92.69 92.53 E SHORT STERLING OPTIONS (LIFFE) 2500,000 points of 100%

0.05 0.25 0.49 9275 9300 9325 0.12 0.05 0.07 0.44 0.01 BASE LENDING RATES

Alled Irish Bank (GB) 7.00 Exter Bank Limited 8.00 •Singer & Friedlander 7.00

Whenry Anabacher 7.00 Financial & Gen Bank 7.50 •Singer & Friedlander 7.00

Shift & Williams Sacs 7.00 Bank of Barods 7.00 @Guirness Mahon 8.75 TS8 Banco Bilbao Vizcaya, 7.00 Habib Bank AG Zurich 7.00 United Bank of Kuwalt, 7.00 Bank of Cyprus Hertable & Gen Inv Bit.7.00 Unity Trust Sank Ple 7.00
Hertable & Gen Inv Bit.7.00 Western Trust 6.50 Bank of freland Bank of India C. Hours & Co 7.00 Bank of Scotland Barclays Sank Invested Bank (UK) Lkd7.00 Box Bik of Mid East 7.00 Julian Hodge Bank 7.00 Members of London #Brown Shaley & Collid 7.00 \*Leopald Jaseph & Sons 7.00 Lloydis Bank Michael Bank NatiWestminster 7.00 7.00 The Co-operative Bank7.00 Cours & Co 7.00 **GRea Brothers** 

7.00 Scotish Widows Bank 7.00 OFFichest Fleming & Co 7.00 Sun Banking Corp Ltd 7.00 Hongkong & Shanghai 7.00 Yorkshire Bank 7.00 Investment Bardong
Association In administration

& FOREX WELCOME

**BERKELEY FUTURES LIMITE** 38 DOVER STREET, LONDON WIX SRB TEL: 0171 629 1183 FAX: 0171 495 0022

649

MARGINED FOREIGN EXCHANGE 0171 **FUTURES & OPTIONS** 24 HOURS 3030 Limited http://www.unioncal.com Fax 0171 522 3317

**CURRENCY MANAGEMENT CORPORATION PLC** Roal Time Foreign Eachange Design Service via the Informer
 #24 Hours Service - No Commissions # 5 PIP Spreads
 # Fine Reading 180 Currancy lead
 \*\*www.Foreix-CAUC CO UK EAUAL PETERSFOREX-CMC CO.UK
 Tel: 44 171 865 8800 Fig.: 44 171 872 9970
 Address: 11, Old Jewry, London. ECSR 8DU Regulated by 5

UNION TAX-SHOP LTD For all your tax and self- assessment needs Tax Returns from £60 TEL: 0345 585573 / FAX: 0345 573376

DATAKIT mini

BRIDGE-CRB

· 1 full year of end-of-day quotes Tel: +44 (0)171 842 4063 for more information

**REUTERS SHARES** 



Freephone

0171 896 0011 IG INDEX



For 100 page FREE COSAL POPULAR Extend SIMBLE COSAL POPULAR CONTROL CO A personal service in Futures, Options & Ourrencies with direct access to exchange Biorry James Maxwell MUIRPACE

OFFSHORE COMPANIES



Data Broadcasting Corp ;

and time tick by tick LSE to your PC from only \$79 per month Tel: +44 171 793 3100



Notice to the Bondholders of



SUMITOMO SPECIAL METALS CO., LTD. (the "Company")

Pursuant to Condition 5(C) (xiii) of the Bonds, notice is hereby

U.S.\$50,000,000 3 per cent. Convertible Bonds 2000 (the "Bonds")

n accordance with the resolutions of the Board of Directors of the Company edopted at its meetings held on 15th July and 23rd July, 1997, the Company issued ¥15,000,000,000 1/4 per cent. Convertible Bonds dua 2004 convertible into shares of common stock of the Company (the "Shares") at the initial conversion price of ¥1,820 per Share which is less than the current market price per Share (sa defined in the Tarms and Conditions of the Bonds) on 23rd July, 1997 (the date on whi the Board of Directors of the Company fixed the said initial

nversion price) of ¥1,865.7 per 5hare. As a result of the above issue, the Conversion Price as defined in the Terms end Conditions of the Bonds has been adjusted, effective as of 11th August, 1997, Japan time, as set forth below pursuant to Condition 5(C)(v) of the Tarms and

Conversion Price before edjustment: Yen 3,985.7 Conversion Price after adjustmenc Yan 3,969.8

SUMITOMO SPECIAL METALS CO., LTD. By: The Sumitomo Bank, Limited Detad: 12th August, 1997 as Principal Paying Agent

> Notice to the holders of SUMITOK INTERNATIONAL LIMITED

Covered Warrants to purchase shares of common stock of SUMITOMO SPECIAL METALS CO., LTD.

issued with SUMITOK INTERNATIONAL LIMITED U.S.\$66,750,000 2.5 per cent. **Guaranteed Notes due 1999** 

Pursuant to sub-clause 4.3 of the instrument dated 24th May, 1996 (the "Instrument") relating to the above-captioned cover warrants (the "Warrants"), notice is hereby given as follows:

In accordance with the resolutions of the Board of Directors of Sumitomo Special Metals Co., Ltd. (the "Company") adopted at its meetings held on 15th July and 23rd July; 1997, the Company issued \$15,000,000,000 1/4 per cent. Convertible Bonds due 2004 convertible into shares of common stock of the Company (the "Shares") at the initial conversion price of ¥1,820 per Share which is less than the current market price par Share (as defined in the Instrument) on 23rd July, 1997 (the date on which the Board of Directors of the Company fixed the said initial conversion price) of ¥1,862.7 per Shere.

As a result of the above issue, the Purchase Price les defined in the Instrument) of the Warrants has been adjusted, effective as of 12th August, 1997, Japan time, as set forth below pursuant to sub-clause 3.5 of the instrument:

Purchase Price before adjustment

Purchase Price after adjustment SUMITOMO SPECIAL METALS CO., LTD.

BUSINESS **WANTED?** 

Dated: 12th August, 1997

You want to advertise in the Financial Times. For further information please contact

Melanie Miles on

+44 0171 873 3349

By: The Sumitomo Bank, Limited

aa Principal Paying Agant

### Report sees Chinese imports lifting copper

Mining Correspondent

China, currently the key influence in the copper market, needs to import about 400,000 tonnes net of refined copper this year, according to an analysis by Bankers Trust, the investment bank.

Net imports in the first four months reached only 22,200 tonnes, so the balance will be imported in the second half and

"this is expected to put substan-

before the year-end global copper diate delivery compared with statistics. stocks will fall to a level repre- three-month metal. senting only 2.3 weeks of conbe a high degree of price volatilbank's latest Copper Update.

tial upward pressure on the is likely to be a shortage of pbysitial upward pressure on the isolated pressure of the pbysitial upward pressure of the pbysiti price", said analyst Ms Virginia cal copper, and this will cause an China's role in the copper market, and next year at 1.596m tonnes, cated shapes in the first five increase in the backwardation - an exercise sparked by big differ-Bankers Trust suggests that the premium for copper for imme-

She is forecasting that copper sumption. "At these historically will move up to \$2,646 a tonne low stock levels, there is likely to before the end of this year and to \$2,976 in 1998. Copper for delivery ity," Ms Howarth warns in the in three months on the LME ended last night at \$2,274.

Ms Howarth also suggests there Bankers Trust completed in ences in that country's official

> Ms Howarth pointed out that China has now revised upwards its estimate of refined copper consumption this year, from 980,000 tonnes to 1.2m tonnes. This compares with a Bankers Trust estimate in May of 1.3m tonnes.

Chinese forecasts put consumpagainst production of 1.166m and months of 1997 were up. 12 per 1.215m tonnes respectively.

Not all analysts agree with the surplus that is building up". and 1999," he added.

cent to 428,700 tonnes, he said.

But Mr Arnold suggested that Bankers Trust. At Merrill Lynch, London Metal Exchange copper Mr Ted Arnold said it was stocks needed to be 400,000 tonnes unlikely that "the Chinese will (against 250,400 tonnes yesterday) come in as strong onyers of for backwardation to be elimi-[refined] copper in the next few nated, "Expect to see a backwarmonths and suck away the bulk of dation structure in place for 1998

> Florida produces 30-25 per cent of the world's citrus

crop, and Brazil 30-35 per

cent, and "both are in a

back-to-back bumper crop

situation," says Dr Lesser.

He adds that while world

demand has been increasing,

that acceleration is likely to

be insufficiently rapid to

A second successive

extraordinary citrus harvest

will, therefore, not only

leave orange juice futures in

the doldrums. It may also

seriously damage Florida's

economy, where citrus pro-

duction takes second place

only to tourism in terms of

people owe their livelihoods

to citrus and, using the mul-

tiplier effect, the industry is

probably worth \$8bn to Flo-

"We are already seeing the

businesses, with some of the

bigger farms gohhling up

struggling smaller ones," he

It estimates that by

2006-2007 the state's citrus

farmers will be churning out

some 300m boxes of oranges

and 75m boxes of grapefruit.

Global demand will have to

We calculate that 125,000

revenue generation.

rida." savs Dr Lesser.

prove accurate.

soak up the citrus glut.

#### Iraqi oil exports unlikely to hit prices

By Gary Mead

Iraq said yesterday that it expected to ship 30m barrels of crude oil by the end of August, under its agreement with the United Nations to export oil in exchange for

Traders said there was likely to be little effect on global oil prices as they believe that resumed Iraqi exports have already been factored into prices.

October Brent on the International Petroleum Exchange moved seven cents a barrel higher in late trading yesterday, to \$18.72 a barrel.

Some specialists also que tioned whether Iraq had sufficient production capacity to pump all the oil within the deadlines set by the UN. The biggest factor that most specialists are watching for to help them form a view on the direction of prices is the weather in the

"The big question as far as prices are concerned is how the weather will behave as we move into the fourth quarter," said one analyst A lot of refineries are close to capacity and if we have a harsh winter, that will push

northern hemisphere.

prices up sharply." transfer of ownarship of Russia said yesterday it would be taking more oil from Iraq, which under the UN-sponsored daal is allowed to sell \$2bn of oil over 180 days.

Furthermore, the situation Iraq has until September 5 is bound to get worse if the FDC's projections about to meet its \$1bn target for future growth in production the first three months.

Russia was the single biggest buyer of Iraqi oil in the first phase of sales, taking an estimated 23 per cent, or 28.54m barrels. Turkey will be another

buyer. The state oil refining company Tupras signed an agreement yesterday to take 13.5m barrels from the second phase, having bought a

E- 3

GERNSEY MIRECOGNISED!

### Rain prompts | Citrus glut puts squeeze on farmers

soyabean fall MARKETS REPORT

By Nikki Tait in Chicago and Kenneth Gooding The US soyabean market hreathed a sigh of relief yesterday as rains finally fell

across the mid-west. On the Chicago Board of Trada, futures prices tumbled, with the August contract losing more than 20 cents to \$7.194 a bushel. Traders described the new market conditions as more

realistic. "We've started to get some weekend rains, and they will be followed by a further weather pattern. said Mr Dale Gustafson, at Smith Barney, suggesting that the conditions should continue for several days. "So the market is down sharply," he added.

has been extremely volatile. Futures surged two weeks ago, on concerns that hot weather and lack of rain in reduced autumn harvests. insufficient to ease already tight conditions.

Although growing condithe spring season, there were fears that the lack of moisture would adversely affect the crop - particularly in soutbern Illinois, lowa and Missouri - as the beans entered the crucial pod development period.

But prices eased last week as forecasts for rain improved, although traders were still saying the weekend weather would be crucial. By Friday evening, the August contract was trading at \$7.39%, down 22% cents on the week. The November contract ended the week at \$6.371/a, a loss of 18 cents.

The wetter weather also hit prices of other grains on CBOT. The September corn contract was trading at \$2.476, down 5.6 cents, hy mid-morning, while the September wheat contract was \$3.66, off 1.2 cents.

The rain and associated price falls came just 24 hours before the US Department of Agriculture's release of its August crop report. USDA has previously estimated soyabean production at The US soyabean market 2.69bn busbels, although some analysts believe this is on the cautious side.

On the London Metal Exchange nickel prices growing areas would mean dropped more than 3 per cent, or by \$225 a tonne to \$6.860. dragged down partly hy widespread falls in other metals and partly by worries tions had been good during about overproduction of stainless steel, the biggest consumer of nickel.

Mr Jim Lennon, analyst at Macquarie, the Australian bank, said European production was estimated to have jumped by 15 per cent in the first half of 1997.

lorida's citrus groves have been basking in the type of the type of weather that is perfect for producing fat, juicy oranges. But the prospect of yet another bumper citrus crop is putting the squeeze on farmers. The reason for their gloom

is that Florida - which processes more citrus fruit into juice than any other US state - is still awash with juice from last season's crop. Those record yields severely depressed prices for orange juice futures on the New York Cotton Exchanga, knocking them from \$1.20 a nound for soluble solids a year ago to about 70 cents a pound today.

According to Mr Joseph Whighan, fruit and vegetable certification officer with the Florida Department of Agriculture and Consumer Services, the 1997-98 barvest, which usually starts in earnest in October, is beaded the same way. "Right now, we don't know precisely how weli this season will do, but it's looking good and there's been plentiful rainfall."

The 1996-97 season pro-

duced a record 225m 90lb boxes of oranges, beating the previous peak of 206.7m boxes in 1979-80. In spite of frosts at the start of this year, which affected five important growing regions in the state, the latest estimates put the barvest starting in October, as high if not higher. Other citrus fruits such as grapefruit are also enjoying another boun-



Bumper crop: record yields have severely depressed prices for orange juice futures

Agriculture is due to publisb Its authoritative crop estimates in the second week of October, when the picture will be much clearer. However, anyone boping to see a futures is probably going to Department be disappointed.

Most of Florida's fruit (up to 80 per cent in the case of oranges) is processed into juice. The leading processors are already holding large stocks, estimated at more than 13m gallons, from last season. They will be forced to build stocks even further

> M COCO Sep Dec

May Jul Sop Total

M COCO

"Invantories of fruit juice concentrate are now 30 per cent higher than they were this time last year, and will only get bigger," says Dr Philip Lesser, director of economics and market research recovery in orange juice with the Florida Citrus

> ccording to Dr Lesser, Florida's cit-1 Lrus farmers are under pressure from two directions. Their ability to produce bumper crops means low prices, as fruit juice processors point to unsold stocks. At the same time, the fed-

prise open the US market to greater competition from other leading citrus growers. particularly Brazil and Mexico. While almost all Florida's juice is consumed domestically, Brazilian and Mexican producers ara looking to export more of their processed juices.

The long-term implication is that Florida's citrus farmers - who claim that their currently protected status is necessary as their costs and production standards are bigher than their international competitors - will be under severe pressure.

pick up considerably if the Florida citrus industry is not to undergo a radical shake-up by then.

Gary Mead

C	1111	70	ш	ш	5	PН	ICES

BASE METALS LONDON METAL EXCHANGE ALUMINIUM, 89.7 PURITY (\$ per torrie)

	Charles I	ed hyperped
Close	1756-57	1747-48
Previous	1173-75	1753-54
High/low		1753/1730
AM Official	1748-8.5	1732.5-3.0
Kerb close		1749-50
Open int.	289,224	
Total daily harnover	73,262	
ALUMINIUM AL	LOY (\$ per k	nne)
Close	1505-15	1530-40
Previous	1518-23	1546-48
High/low		1542/1530
AM Official	1497-502	1525-30
Kerb close		1535-40
Open int.	5,581	
Total daily turnover	693	
■ LEAD (\$ per tors	ne)	
Close	594-6	609.5-11.5
Previous	597-9	S13-5
High/low		618/601
AM Official	597-8	612-3
Kerb close		606-7
Open int.	36,583	
Total daily turnover	10,280	
■ NICKEL (\$ per to	onne)	
Close	6810-15	6910-15
Previous	7005-15	7100-10
LEat / Jane		20150/2050

■ NICKEL (\$ per t	onnel	
Close	6810-15	6910-15
Previous	7005-15	7100-10
High/low		7050/6850
AM Official	6865-6	6965-70
Kerb close		6860-70
Open int.	52,122	
Total daily turnover	19,676	
TIN (5 per tonne	†	
Close	5480-90	5520-30
Previous	5555-65	5595-605
High/low		5800/5510
AM Official	5500-01	5545-50
Kerb close		5505-10
Open int.	15.554	
Total daily turnover	3.427	
ZINC, special in	igh grade (S p	per tonne)
Close	1716-23	1547-48
Previous	1690-700	1535-40
High/low	1740/1735	1555/1543
AM Official	1738-40	1552-4
Kerb close		1542-43
^	07 003	

Close	2311-14	2287-
Previous	2319-22	2291-
High/low	2322	2300/2
AM Official	2322-3	2295
Kerb close		2274-
Open Int.	140,382	
Total daily tumover	35,818	
LIME AM Official LIME Closing £/5		
Seet 18965 3 mfts: 18906	6 mile: 1 8458	9 mile- 1.84

HIGH GRADE COPPER (COMEX)							
	Sett. price	Day's change	High	Low	Vel	Öptert Öptert	
وندار	105.20	-0.65	106.40	104.50	348	2,693	
Sep	105.20	-0.90	106.60	104.20	5,594	20,457	
0et	104.70	-0.50	105.30	104.70	22	1,702	
May	103.60	-0.70	_	104.00	31	1,380	
Dec	103.15	+0.55	104,30	102.00	585	8,355	
Jac	102.80		_	-	1	656	
Total					6,874	42,994	

#### PRECIOUS METALS

fillings arthur	ou by		
Gold(Troy oz)	\$ price		SFr equ
Close	327.30-327.8		
Opening	326.40-326.7		
Morning fix	326.20	205,119	
Afternoon fix	327.70	206.048	488,497
Day's High	328,50-328.8		
Day's Low	326.20-326.5		
Previous close	325.30-325.8	10	
Loco Ldn Me	an Gold Le	nding Retai	8U 8V) #
1 month	3.58 E	ertinom i	3.6

Gold Lengin	d Water las
_3.58 6 mo	nthserthn
.3.63 12 m	onths
.3.64	
nitray az.	US ets eq
	_3.58

3 months	.3.64	
Sever Fix	p/troy oz.	US ets equiv.
Spot	275.65	439.25
3 months	279,75	444.25
8 months	283,95	449.45
1 year	292,50	460.40
Gold Coins	\$ price	£ equiv.
Krugerrand	319-321	200-202
Maple Leaf	-	-
New Sovereign	75-77	47-48

	Çash	adm E
Close	1756-57	1747-48
Previous	1173-75	1753-54
High/low		1753/1730
AM Official	1748-8.5	1732.5-3.0
Kerb close		1749-50
Open int.	289,224	
Total daily hanover	73,262	
ALUMINIUM AL	LOY (\$ per to	nne)
Close	1505-15	1530-40
Previous	1518-23	1546-48
High/low		1542/1530
AM Official	1497-502	1525-30
Kerb close		1535-40
Open int.	5,581	
Total daily turnover	893	
■ LEAD (S per tons	ne)	
Close	594-6	609.5-11.5
Previous	597-9	S13-5

Total daily turnover	10,280						
■ NICKEL (\$ per tonne)							
Close	6810-15	6910-15					
Previous	7005-15	7100-10					
High/low		7050/6850					
AM Official	6865-6	6965-70					
Kerb close		6860-70					
Open int.	52,122						
Total daily turnover	19,676						
TIN (5 per tonne	}						
Close	5480-90	5520-30					
Previous	5555-65	5595-605					
High/low		5800/5510					
AM Official	5500-01	5545-50					
Kerb close		5505-10					
Open int.	15.554						
Total daily turnover	3.427						
ZINC, special hi	gh grade (\$ )	per tonne)					
Close	1718-23	1547-48					
Previous	1690-700	1535-40					

ZINC, Special II	igu grace (5	per conne)
Close	1718-23	1547-48
Previous	1690-700	1535-40
High/low	1740/1735	1555/1543
AM Official	1738-40	1552-4
Kerb close		1542-43
Open int.	97.023	
Total daily turnover	27,307	
COPPER, grade	A (\$ per tonn	ne)
Close	2311-14	2287-88
Previous	2319-22	2291-92
High/low	2322	2300/2270
414 046-1-1	0000	****

Open int. Total daily lumover	140,382 35,818
LIME AM Official LIME Closing £/\$	
Spot. 1.8565 3 miles: 1.8509 (	6 miles: 1.8450 9 miles: 1,6

Prices supplied by N M Rothschild)							
	\$ price 327.30-327.80 326.40-326.70 326.20 327.70 328.50-326.80 326.20-326.50 325.30-325.80	205,119	SFr equin 495.987 498.497				
	an Gold Lend	ing Reta	4 (Vs USS				

#### Precious Metals continued ■ GOLD COMEX (100 Troy oz.; S/troy oz.)

	price	change	High	fore	Yel	ant.
Ang	328.2	+21	328.5	327.0	190	553
Sep	329.1	+21	-	-	-	2
Oct	330.4	+21	331 4	328,1	952	15,675
Dec	332.5	+21	333.4	330.3	55,226	117k
Feb	334.5	+21	334.8	333 7	710	12,469
Apr	336 5	+21	336,4	336.4	686	5,315
Total					58,342	200,335
M PL	ATINUM	NYME	X (50	Troy or	∴ S∕tro	y 02.
Oct	442.0	-1.7	446.0	440.0	1,368	11,985
Jea	432.5	-12	434.9	431.5	81	2,584
Apr	427 0	+0.3	430.0	428.5	13	410
Total					1,452	14,979
M PA	LLADIU	M NYM	EX (10	Troy o	12. 5/tr	oy oz.)
Sep	222.00	-225	224.80	221,50	546	4,044
Dec	209.50	-2.25	211.00	206.00	127	1,241
Mar	203.50	-2.25	_	205.00	1	136
Jun	202.00	-2.25	-	-	-	107
Total					674	5,528
M SH	VER CO	MÉX (5.0	700 Tro	y 02.; C	ents/troy	OZ.)
Apg	442.B	+6.5	-		_	

+6.5 45.0 497.0 15.753 52.548 +6.5 452.0 445.5 4.416 20.299 +6.5 - - - 20 +6.5 458.0 453.0 68 10.239 +6.5 458.0 453.0 12 2.994 20,712 93,626

ENERGY  CRUDE OIL NYMEX (1.000 barrels S/barrel								
		Doy's change	High	i.ow	Val	Open lot		
lep	19.65	+0.11	1975	19.55	66,112	86,700		
kt	19.84	+0.10	19.00	19 72	32,157	66,984		
lor	19.96	+0.09	19 99	19 85	7,850	40,325		
lec	19.99	+0 06	20 05	15 00	9.587	52,650		
lan	1999	+0.03	20.05	18.98	3,175	28,500		
ab .	2007	+0 88	20.07	20.00	1.435	14,427		
otal					n/a			

eb otal		+0.88				
CR	UDE O	L IPE (	/barre	0		
	Latest	Day's				Open
	price	change	Hilgh	Low	Vol	Int
ep	16 46	-002	16 58	18 35	9,627	42.910
ci	18.60	-0 03	18.72	18.55	7,594	61,331
OT.	18.76	-004	16.87	18 70	726	14,573
lec	18 88	-0.05	18 94	18 81	799	19,271
21	18 88	-0.08	18.90	18.86	263	14,857
eb	18 68	_	18 88	18.84	577	6,281
otai					19,006	171.916

	18.70	-004	10.01	18 70	726	14,575
	18 88	-0.05	18 94	18 81	799	19,271
	18 88	-0.08	18.90	18.86	263	14,857
	18 88	_	18 88	18.84	577	6,281
•					19,806	171,916
E	TING	OfL NYM	EX (42,0	000 US g	alls; c/L	S galls.)
	latest	Day's				Dpag
	price	change	High	l.ow	Yol	int
	54.50	+0.21	54.95	54,30	19,015	37,939
	54.50 55.35	+0.21	54.95 55.60	54.30 55.25		37,939 27,016
					3,364	
	55.35	+0 09	55.60	55.25	3.364 1,908	27,016
	55.35 56.20	+0 09 +0 14	55.60 56.40	55.25 56.10	3,364 1,908 3,371	27,016 17,578

#### 188.00 -1 50 189.00 167.50 169.75 -1.25 170.50 169.00 171.00 -1.75 172.00 171.00 829 11,412 209 6,574 22 13,555 10 7,874 173.00 -1.25 173.50 173.00 174.50 -1.25 175.00 174.75

175.00 -1.25 175.25 175.25 MATURAL GAS PE (1,000 therms; peace per therm)

2.602 +0.099 2.605 2.475 30.134 45,381 2.600 +0.085 2.600 2.485 12,566 31,882 2.670 +0.075 2.670 2.585 3,777 14,680 2.795 +0.062 2.755 2.685 3,778 18,320 2.765 +0.082 2.770 2.690 142 18,318 2.610 +0.050 2.615 2.550 2,186 13,200

Tela

	Say's	High	Low	Yol	Open ict
61,60	-0.39	62.40	61,40	21,702	43,799
58.25	-0.42	59.00	58.10	8.517	21,104
56,80	0.17	57.15	55.80	1,550	9,145
56,35	0,12	57.00	56,35	667	9,230
56.55	+0.03	57.10	56.50	509	8,291
55.80	-0,12	57.00	57.00	47	3,244

#### GRAINS AND OIL SEEDS ■ WHEAT LIFFE (100 tonnes; £ per tonne)

84.10	-0.90	84,50	B4.25	27	197
87.10	-0.90	87,75	87.10	206	3,858
99.25	-0.75	50,00	89.10	100	2,446
81,25	-0.75	91.80	91.25	80	1,654
93.25	-0.75	93.75	93.25	25	856
95.25	-0.75	96.00	96,00	1	37
				436	9,04
EAT CE	ST (5,00	Obu mi	in; cent	/50tb b	
363.75	-3.50	367.25	362.00	7,693	34.483
378.75	-5.00	382.50	378.00	12.581	49.946
389.50	-3.50	392.00	387.50	1,087	15,12
389.50 390.25		392.00		1,087	
	-2.75	392,00 392,50		1,087 140	15.12
390.25	-2.75	392,00 392,50	389.00	1,087 140	15.12
390.25 381.50	-2.75	392,00 392,50	389.00	1,087 140	15.12 1,486 4,808
	87.10 99.25 81.25 93.25 96.25 IEAT CE 363.75	87.10 -0.90 99.25 -0.75 81.25 -0.75 93.25 -0.75 96.25 -0.75 IEAT CBT (5.00 363.75 -3.50	87.10 -0.90 87.75 99.25 -0.75 50.00 81.25 -0.75 91.80 93.25 -0.75 93.75 95.25 -0.75 98.00 IEAT CRT (5,000bu miles)	87.10 -0.90 87.75 87.10 99.25 -0.75 50.00 89.10 81.25 -0.75 91.80 91.25 93.25 -0.75 93.75 93.25 95.25 -0.75 98.00 96.00 IEAT CRT (5.000bu min; comb	87.10 -0.90 87.75 87.10 206 99.25 -0.75 50.00 89.10 100 61.25 -0.75 91.80 91.25 80 93.25 -0.75 93.00 96.00 25 95.25 -0.75 98.00 96.00 438 IEAT CBT (5.000hu min; cents/501b to

	381.50	-1.25	385.00	379.50	125	4,8
	393.00	-	-	-	1	
					21,626	105,8
A	ZE CB	r (5.000	) bu m	n; cent	√56tb b	ushe
	249.75	-3.75	250.00	245.50	13,142	50,2
	253.25	-3.75	253,75	248.50	30,282	149,1
	262.25	-3.50	262,75	257.50	4,114	34,0
	266.75	-4.00	267.00	262.00	1,664	7.9
	269.75	-3.00	270.25	263,50	665	12,6
	259.50	-2.00	259.00	259.00	15	1,4
					50,206	261,8
ų	RLEY L	FFE (1	00 ton	nes; £	per ton	ne)
Π	79.75	_1 M	78 an	79.75	20	- 1

RLEY L	IFFE (1	00 ton	nes; £	per ton	ne)
78.75	-1.00	78.80	78.75	20	12
81.25	-1.00	31.75	81.25	62	1,00
83.25	-1.00	83.75	83.10	33	3
85 25	-0.75	85.75	85.25	43	24
65 75	-1.00		-	5	1
				158	1,7
YABEA	NS CET	(5.000b)	s min; ca	nto 600	auche
723.75	-18 00	738.25	718.00	4,038	7,54
643.00	-29.50	00.198	642.50	4,332	15,03
610.00	-27.50	628.00	609.00	23,140	74.11
614.25	-2B.25	630.00	614.00	1,572	15.86
625.00	_25 AO	631 00	623.00	865	5.68
		650.00			

Aug	723.75	-18 00	738.25	718.00	4,038	7,54
Sep				642.50		
Nov	610.00	-27.50	628.00	609.00	23,140	74.11
Jean				614.00		
Mor				623.00		
May	631.50				166	3,93
Testal					34,300	
- 90	YABEA	N OII	CRT	or order	e cen	tra Part
=	1700		001 10	0,0004	3.001	
Aug	21.60	-0.17	21.60	21.25	343	1,03
Sep	21.68	-0.21	21.70	21.30	3,311	20,987
Oct	27.89	-0.18	21.90	21,55	743	15,91;
Dec	22.11	-0.25	22.17	21.72	3,345	44,08
Jan	22.27	-0.31	22,30	22.05	102	
Mar	22.65	-0.27	22.65	22.45	47	
Total					7,906	97,60
<b>S</b> 0	YABEA	N MEA	CBT	(100 fc	ons; S/	(not
Aug	250.0	-4.4	254.5	246.1	2,790	9,816
Sep	323.1	~6.6	227.5	222.4		21,800
Oct	206.8	-8.4	210.5	206.5		15,170
Dec	201.2	-8.8	206.5	201.0		39.67
Jon	198.5	-8.7	206.9	198.2	365	
Mar	196.0	-8.7	200 0	195.5	616	
			-24 9		314	-4.14

_			JOHN					1,300	21,0
16		19,271 14,857	<b>80</b>	YABEAN	MEA	CBT	(100 fc	one; S/	ton)
4	577	6,281	Aug	250.0	-4.4	254.5	246.1	2,790	9,8
	19,806	171,916	Sep	223.1	~6.6	227.5	222.4	4,524	21,8
	No · eller	(S galls.)	Oct	206.8	-8.4	210.5	206.5	1,390	15,1
1		un Bernit	Dec	201.2	-B.8	206.5	201.0	4.940	39,6
		Dpate	Jen	198.5	-8.7	206.9	198.2	365	5,9
ľ	Yol		Har	196.0	-8.7	200 0	195.5	616	8,1
D	19.015	37.939	Total					14,914	106,9
5		27,016	■ PO	TATOES	UFF	(20 to	TF186;	E per ti	OLYLO .
0		17.578 20.715	Nov	62.0	_				
5		14.737	Mar	107 5	+3.5	_	_	_	
Ö	607		Apr	123 5	+3.5	125.0	122.5	38	1,2
•	0/2		May	133.5	+35	_	_	-	
			Jan	143.5	+3.5	_	-	-	
			Total					38	1,2
		Open	M FR	EIGHT (E	DFFE	Q LIFFE	<b>(\$10/</b>	ndex p	oint)
	Vel	ball	Aug	1265		1265	1265	Б	71
		12,898	Sep	1325	-	1325	1325	10	5
3	7,290	21,334	Oct	1440	_	1440	1440	- 3	1.4

Oct	1440	-	1440	1440	3
Jan	1450	-	_	-	5
Total					19
	Close	Prev			
BH	1251	1280			
PUL	P A!	ND I	PAP	ER	
	LPEX OF				ns)
	Sett	Dav's			

Tea
There has been strong general dams
tea, The Tea Strakers' Associate, Sales of landed the sale.

competition for bright and medium Africans which gamed between 5 to	Eas
and 10 pence and sometimes more: ons met more demand at degrer	Cav
here were no Assams in this week's	sale
Offshore there was good strong de at fully firm to dearer rates. Cuotation	ns fo
his sale: Landed best available 178; 170; good medium 165p; medium	155¢
ow medium 125p (nom). The highest sellsed this week was 178p for a Bu	price nume

Sett	Day's				Open
price	change	High	Low	Yel	int
1022	+1	1028	1017	739	21,228
1053	+2	1060	1046	916	42,374
1074	+2	1084	1070	311	50,380
1089	+2	-		BO	21,853
1104	+1	1110	1104	12	7,447
1130	_	1120	1119	30	10,942
				2.467	175,618

1496	+15	1500	1475	3,464	16,706
1536	+15	1538	1515	4,093	30,001
1570	+18	1570	1548	715	25,281
1588	+16	1582	1582	79	12,291
1608	+15	1610	1599	21	1.625
629	+15	1810	1610	22	3,741
				8,465	102,263

Aug 8 Daily			Pri . 1171,	ice 83		rev. 1166
E CO	THEE LIF	FE (5 t	OFFICE ST	\$/ton	10)	
Sep	1630	+15	1635	1595	1,457	17,4
Nov	1630	+15	1638	1600	1,075	14.3
Jan	1607	+15	1610	1580	237	6.4
Mar	1582	+16	1583	1560	33	1,6
May	1575	+19	1575	1575	27	1
Jul	1570	+19	_	_	_	
<b>Total</b>					2,829	40,1
■ COF	FEE 'C'	CSCE	(37,50	Olbs; c	l\emex	bs)
Sep	199.35	-6 50	209 00	194.00	3,158	8.2
D	474 75			170 50		

	taby average				P	14 13
	FFEE (IC	O) (US	cents/	pound		
al					5,639	21,
1	138.75	-0.75	138 00	138 00	2	:
	143.75	~0.75	145.00	144.50	8	
Y	148.75					1,
r	154 75	-1.00	157.50	154.25	288	3,
	174 75	-3.10	188.00	172.50	2.099	7,
,	199.35	-6 50	209 00	194.00	3,158	8,

	322.9	+2.8	323.0	320.0	1,091	15,00
	320.9	+24	321.8	316.5	77	6,1
	302.5	+24	323.0	330.2	421	7.9
	321.0	+22	321.2	318.7	257	1,5
	318.2	+1.4	317.8	317.0	25	9
	3126	+15	313.9	310.7	153	1.8
					1,999	33,5
IG	AR "11"	CSCE	(112,0	OORbe;	cents	(lbs)
		+0.15				
	11,81	+0.16	11.82	11 621	1,347	60,03
	11.76	+0.15	11.76	11 60	2,462	13,2
	11.66	+0.14	1165	11 51	890	7,54
	11.61	+0.11	11.64	11.50	517	3,43
	44 50					-

	11.70	+0.15	11.70	11 00	2,462	13,2
	11.66	+0.14	1165	11 51	890	7,54
	11.61	+0.11	11.64	11.50	517	3,45
	11.53	+0.10	11.52	11,45	30	96
					41,558	190,4
דונ	ON NO	/CE (50	,000tb	s; cent	ts/fbs)	
	תבו	-0.54	74 10	73.35	832	10.89
		-0.55				
	75.10	-0.58	75.25	74.86	1,705	11.50
	75.70	-0.50	75.80	75.45	228	2,90
	76.30	-0 40	76.45	75.95	415	2.04
	74.85	-0.88	75.00	74.65	45	56
					11,275	76,4
M	GE JL	HCE N	YCE (15	.000ъ	s: Cent	s/lbs

ME DA		/olume	data	3,176	_
	1430 1435			26	_
	+3.85	88.30		349	3

INDICES ■ Reuters (Base: 18/9/31 = 100) Aug 6 month ago year ago 1924.1 1900.8 1932.4 ■ CRB Futures (Base: 1967 = 100) M GSCI Spot (Base: 1970 = 100) month ago year ago 182.76 197.91 -140 +1.700 -425 +72 55,200 250,400 119,175

-1,125 +30

MEAT AND LIVESTOCK ■ LIVE CATTLE CME (40,000lbs; cents/lbs)

19	65.650 -0	.750	66 250	65,500	2,853	11,140
od.	69,850 -0	350	70.200	69.775	7,437	52,960
BC	71,900 -0	075	71,975	71.675	2,939	21,040
sb	73,350 +0	025	73,475	73.150	1,385	10.882
Pr	74,850 +0	.075	74.975	74.600	457	4,398
яŧ	71,425+0	025	71.600	71,400	96	2,915
Ani					15,173	103,709
LE	AN HOGS	CM	E (40,0	00lbs;	cents/	(sd
PE.	80,400 -0	225	80,975	80.200	1,254	6,693
4	71.850 -0	675	73,000	71.700	3.999	18,954
DC.	68.475 -0	400	69,200	68.275	814	6.219
ib)	66,800 -0	450	86.850	66.700	147	2,485
PF PF	63.025 -0	.225	63,000	63.000	39	1,494
-	66,500 -0	100	66.500	66,500	8	810
dal.					6,220	35,508
PO	RK BELL	JES (	CME (4	0,000m	e; cen	ts/lbs)
15	81,125 -1	400	65.525	81.050	928	1,153
b	74.025 -0	.350	75.700	73.750	745	3,526
2	73,975 -0	475	74,000	73.250	11	118

LONDON TRADED OPTIONS

74,175 -0.250 74,300 74,025

Strike price \$ tonne	C	··· elle	Pt	ats
<b>ALUMINIUM</b>				
(99.7%) LME	Sep	Nov	Sep	Nov
1700	n/a		-	-
1750	n/a	•	-	-
1800	n/a	-	•	-
COPPER				
(Grade A) LME	Sep	Nov	Sep	Nov
2250	n/a	-	-	-
2306	n/a	-	-	-
2350	r/e	-	•	•
COFFEE LIFFE	Sep	Nov	Sep	Nov
1550	98	165	18	85
1600	65	138	35	108
1650	40	114	60	134
COCOA LIFFE	Sep	Dec	Sep	Dec
1000	32	92	10	39
1025	18	78	21	50
1050	10	65	38	62
SRENT CRUDE				1
IPE	Sep	Oct	Sep	Oct
1800	-	-	-	38 .
1850	8	-	8	81

### LONDON SPOT MARKETS

CHUDE OIL FUB (	per Dazrei)	+01-
Dubai	\$17.28-7.36w	
Brent Bland (dated)	<b>\$18.22-8.24</b>	
Brent Blend (Sep)	\$18.45-8.47	-0.140
N.T.I.	\$19,62-9,64w	-0.210
OIL PRODUCTS N	Eprompt delivery (	CIF (Zonne)
Premium Gasoline	\$218-222	-6
Gas Of	\$170-172	-1
leavy Fuel Oil	\$91-93	
Laphtha	\$193-194	
let fuel	\$187-188	-1
Diesel	\$174-176	-1
NATURAL GAS (Per	nce/therm)	
Bacton (Sep)	S.20-9.30	-0.05
etroleum Argus. Tel. Lon	don (0171) 369 87	92
OTHER		
Sold from home and B	\$327 EK	~2 mi

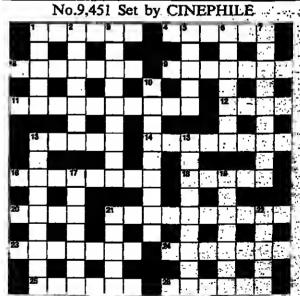
SINER (per groy oz)	443.UUC	+2.11
Platinum (per troy oz.)	\$444.60	+3.50
Paliadium (per troy oz.)	\$234.00	+2.00
Copper	113,0c	
Lead (US prod.)	45.00c	
Tin (Kuala Lumpur)	14.52r	
Tin (New York)	264,5	
Cattle (Ive weight) .	98.84p	+1.43
Sheep (live weight)	114.94p	+5.94
Pigs (live weight)†	72.22p	-7.911
Lon day sugar (raw)	\$278.30	-4.00
Lon. day sugar (wite)	\$339.00	-2.00
Barley (Eng. teed)	Ung	
Maize (US No3 Yellow)	£109.00	
Wheat (US Dark North)	Ung	
Rubber (Seo)♥	61.75p	
Rubber (Oct)♥	62.00p	
Rubber (KL RSS No1)	248,5x	
Concerns Ob Chile	SRK fly	

Copra (Philis Soyabeans (US) Cotton Outlook'A' Wooltops (64s Super)

\$390.0y 212,0

JOTTER PAD

#### CROSSWORD



l Complaint of victim today

8 It's weird not knowing (7)

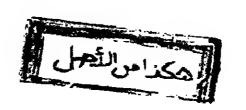
9 10th, originally 8th (7) 11 Scene of hanging and (if I replace Georgia) shooting 12 More examination after 11

13 Boat requiring skill? (5) 16 Damage new icon in musical progression (8) 18 Record backing containing 10 from the old country (5) One of 4 in courtyard (4) 21 Stanza of 9 lines with 9

spares, possibly (10)— 23 One arm's about enough than 9 days (7) 25 Are his notes 3 times 25

26 6 of the grossest ethical errors (6)

Solution to Saturday's prize puzzle on Saturda



entereday Iraq said temp be then some on the to the terms of crude of by the August, under its and with the transfer to the transfer to

with the Land - 575C ti liu 1.3C55

Traders said to,

Iraqi oj exports was five Unlikely west that hit bride e copper By Gary Mean

ALUESDAY AUGUST

Heli to be little Fig. 101 Priors AADOLLA PRAS Speed A CHANG SECTION WE WE WERE 20 to 70international per ce r Les ... - 12 1 M. W. Veiteldar, Pt. Mikery 19. 13: 0 Ritt. Critical and a 5 D. . . . . 1.1 I se piggest go AMMERICA: 1 may 👝 . drev e-Frankling 10 Nation of a

the my MARKET 年 な デー・ # 1 PSPM 11 TEST OF THE ot: :: KNOWER TO -7 - 7 - 7-57% ř. . . . . . 1 12745 123

Control and the second

1100

11 12 W. 347216 Meuc 

FT MANAGED FUNDS SERVICE Offshore Funds ● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (+44-171) 873-4378 for more details. Hamon Ireland Ltd | Section | 1.5 | Section | 1.5 | Section | 1.7 | Action Growth From Pic | 1.5 | Section | 1.5 (SIB RECOGNISED) Kinne Korta Fand Pic

LAW ST 28 ES

Karea Active

LAW S1 18 +0.11

Karea Betanced Return Fund

LAW Betanced Return Fund

LAW Horse CB Fand Pic

LAW S7 62

Korea CB Fand Pic

LAW B23

Korea CB Fand Pic

LAW B24

Korea CB Fand Pic

LAW B25

Korea Capital Severth Fund

LAW B27

Korea Capital Severth Fund

LAW B27

Korea Capital Severth Fund

LAW B27

Korea Capital Severth Fund

LAW B28

Korea Dpan Find Caution (CEC) 3 Fall 11 (1915)
Algerence (CEC) 5 Fall 11 (1915)
Altercary Fund Managers Iodil Life 12-12 (1915)
Alter Cary Fund Managers Iodil Life 13-12 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 5 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915)
Alter Life Iodin 6 Fall 13 (1915) 1-10 (1915) Koesa Special Opportunities Fund Pic
Nova Special Pand Pic
Nova Sprint Fund Pic
Nova Straingic Growth Pand
Nova Straingic Growth Korean Emerging Growth Fund Pic Encenid Epier (1952) - 4 C 1953 11.21W
Sent Life Management (Ioldi) 1.td
19 Sent 2. Captolium, Iold
19524 824 131
Sucrey High Income 5 C 17.102 1 2647 - 4.00% 5-39
Ultetre Bank (Solvale France File
Victory Home, Prospect His Douglas, Iold
19524 824087
Solvany Home, Prospect His Douglas, Iold
19524 824087
Solvany Home, Prospect His Douglas, Iold
19524 825087
Solvany Home, Prospect His Douglas, Iold
19524 825087
Solvany Home, Prospect His Douglas, Iold
19524 825087 Lagal & General UK Extra Grantch N Pic
NAT D. 1023
Savesore C. 1023 1 1020
Latanea Bros. Fill & Partners Asset Migral Ltd (u)
\$1 Salecan Street Street Asset Migral Ltd (u)
\$1 Salecan Street Street Street
G.G. Contal Accordance Street
G.G. Contal Accordance Street
G.G. Partners
Local Street
Local Street
Local Street
G.G. Partners
G.G. Pa | State | Stat hiorgan Grandell Cash & Money Micrical PicMiorgan Grandell Flood Incorns Funds PicBessage than Incorns 51 500
Sitted Fund Incorns 51 500
Sitted Fund Incorns 11 500
Sitted Sitted Incorns 11 500
Sit | \$1.73.13 | Frank | \$1.73.13 | The Financial Times plans to publish a Survey on Moscow as a **Business Centre** (SIB RECOGNISED) CONTROLLED STATE OF THE PROPERTY OF THE PROPER on Wednesday, September 17 ARE Fixed Managers (C) Ltd
PO to: 408 St telefor Jensey

OOD
ARE Extend Descript
OOD
ARE Extend OOD For further Information, please contact: Patricia Surridge in London on

The second secon

FT MANAGED FUNDS SERVICE Offshore Funds and Insurances FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (444 171) 873 4378 for more de Effective Processes 1 512.59 11
Effective Process 1 512. -0.50 -10.05 -0.22 -0.35 -0.11 DM1425 Eco1825 00 352 43667850 Timbummini min ice & Best Bare \$14.50 \$15.05 \$16.05 \$19.50 \$19.50 \$16.70 \$17.66 \$12.28 \$11.51 -0.12 -0.07 -204 -0.21 \$13.00 \$12.50 \$12.50 \$12.50 \$13.50 \$13.50 -213 -213 -007 -000 \$861.42 SPECIAL MORE SA LEX DURS SA 104.22 DURS SA 104.22 DURS SA 104.25 DURS SA 105.50 \$11,78 \$11,54 \$17.86 \$17.24 \$11.04 \$10.61 -041 -042 -042 -042 -042 Bandhard Ser Brandt ... 001748.00 (2019)
Britanal Austria Pearl ... 001748.00 (2019)
Britanal Austria Pearl ... 001748.00 (2019)
Britanal Austria Pearl ... 001748.00 (2019)
Britanal Brandt ... 001748.00 (2019)
Britanal Brandt ... 001748.00 (2019)
Britanal Brandt ... 001748.00 (2019)
Brandt ... 001748.00 (2019)
Britanal Austria Brandt ... 001748.00 (2019)
Britanal Brandt ... 001748.00 (2019)
Britanal Austria Brandt ... 001748.00 (2019)
Britanal Brandt ... 001748.00 (2019)
Brandt ... 0 誤是 -0.15 -0.15 \$10.57 \$2.76 \$1.78 \$1.78 \$1.78 \$14.63 \$14.30 型 [8 起 78 첉 -0.42 US 00 44 171 237 2328 VI.S Primary
To the body and the state of th Dan 1.31 Dan 1.31 Portfolls (2) 1-29-1 1006.5 1-142 1007.5 1007 - -party SA (file (1957) (1950) (1970) (1970) (1960) ( Transcense agent contents to be a contents to the contents to INSURANCES £99.79 00.506 ¢) 0.00 memboernj) SA Lux 00.352 \$178311 Nomi\_\_ 21; 995.750 00.506 00 352 420/24-1 ASS. 386 BES. 638 DIMES 500 ST. 100 ST. 200 ST - 182 - 183 Fert 19.0109 #20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20.205

#20 ingt Co SA (n) \$11.5273 \$28.6642 \$6.5672 \$6.0991 \$11.5220 \$12.1458 \$10.8536 -0.16 -0.11 \$10.37 -0.05 \$1.93 1.06 \$1.93 1.06 \$1.93 1.06 \$1.93 1.06 \$1.93 1.06 \$1.00 1.00 He-fand Decision With Yard. DWH-47 /677 SCL/YEER SA SCIVICEN WY 330-86 Schodor, Stevens & Clark Scholar Study Special 00331 4470 7510 urnetional Association (Association of Association \$28,97 \$28,99 \$28,50 \$51,28 -0.45 -0.45 -0.45 -0.44 +0.02 +0.03 +0.03 +0.03 \$1234.56 \$18.61 \$28.20 \$18.54 \$28.27 \$13.64 \$13.64 \$14.07 US Martyspe A-2 (2)
US Martyspe A-2 (3)
Charle A-1 (4)
US Short Years
Charle A-1 (4)
Charle A-2 (4)
Charle B-1 (4) 146-25 16-904 16-25 42-443 160-26 207-28 160-26 207-28 170-311 260-26 89,850 83 956 956 958 959 951 951 951 951 951 951 \$15.64 \$17.03 \$13.84 \$14.69 555



TUESDAY AUGUST NE

Control of the second

A CONTRACTOR OF THE PARTY OF TH

E 9

A PARTY OF

. . . . . . .

and the same

W ...

· · =

•1:± ·

#### FT MANAGED FUNDS SERVICE

Offshore Insurances and Other Funds

● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (+44 171) 873 4378 for more details Indosuez Asset Mingt Emerging Markets SA MIPS Merkilan Funds Deliver AFT Jupon Fund
Onto AFT Jupon Fund
Indexent leafty 166. 5747 1.867
Indexent leafty 166. 5747 1.87
Indexent le Beauting From Ltd

Barring Informational Group

Person Ri May Aug 1 2 313,79

Compatibility Aug 1 2 313,79

Compatibility Aug 1 3 511,72

Person Ri May Aug 1 5 511,72

Person Ri May Aug 1 5 511,77

Stoke Ltd 1 5 511,77

Stoke Chart 1 5 51,57

Bencom Vandar 1 5 51,57

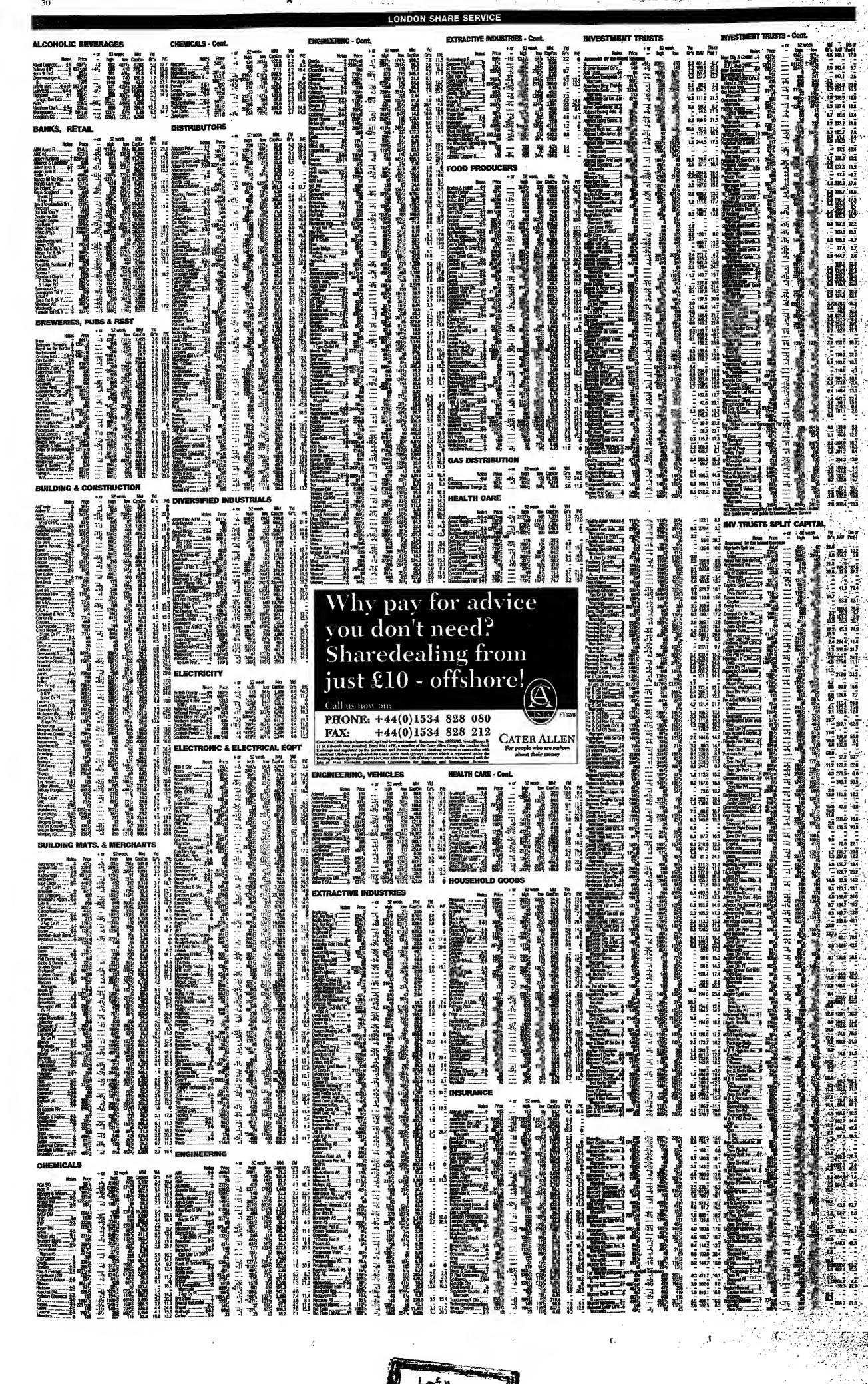
Section 1 4d 31 51,57

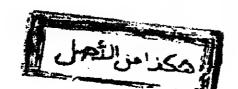
Section 1 4d 31 51,57

Stoke Chart 1 51,555

Stoke The Financial Times plans to publish a Survey on **Private Finance** Observations and List (III. 5-12)
Patriastic Estroyle List
Every left of ST
High the Oblish (c) ST
High the Oblish Initiative On Friday, October 17
For further information on Foundation State Plants and State Plants a - For Emple see Arabat - stronger on Friday, October 17

Marketter Comments of the Comm





TIMES TUESDAY AUGUST 12 1997

### Footsie loses, then regains, the 5,000 level

MARKET REPORT

By Steve Thompson, **UK Stock Market Editor** 

Worries that Wall Street's 156-point slide on Friday would exact a heavy toll on London's equity market proved shortlived yesterday as share prices recovered strongly from an early bout of weakness to close with wide-

spread gains. There was some help to the market from July's producer prices figures.

The data were said to have reinforced market perceptions that UK interest rates may well have peaked in the short term

with the inflation target". There were other downside

forces at work as trading got under way. A long list of heavyweight stocks was quoted exdividend, lopping in excess of 15 points from the FTSE 100 index, with BT also burdened by a 35p routine interim payment cess. accounted for 4.4 points off the There was an uncomfortable index with the special 35p payment accounting for a further 12

had heen jolted by the July Merrill Lynch/Gallup survey of UK

index points.

outnumbered sellers by 22 percentage points.

At the finish of a typically shiggish summer trading session, the FISE 100 was comfortably above gradually regained its compo-5,000, ending 0.6 higher at 5,031.9. At its worst the index fell 64.9, special dividend payment. BT's losing the 5,000 level in the pro-

start for leading stocks, which were marked down sharply as marketmakers erred on the side Dealers also said the market of caution after Friday's near 2 per cent sell-off on Wall Street.

The US market's decline had

after the monetary policy com- fund managers which found that been prompted by fears that the mittee said last week that rates sellers of UK equities outnum. Federal Reserve might nudge had "reached a level consistent bered buyers by 12 percentage interest rates higher after the points. In contrast, buyers of gilts next meeting of its Open Market day high of 4,729.4, reached in Committee meeting, scheduled for August 19.

But with no evidence of any sizeahle selling pressure, Footsie sure. It had recaptured all the its peak, minutes after Wall Street opened, posted a near 20point gain.

The smaller company indices were affected by overall market it "All we saw was a consistent sentiment but still finished with stream of small buyers; this marimpressive gains, building on ket is well underpinned." their strength last week after sterling began to wilt.

up at a session high of 4,671.6. only 57.8 below its all-time intra-March this year. The FTSE SmallCap ended 8.9 firmer at 2,218.7, but remains well shy of its record intra-day level ~ 2,374.2

- also reached in March. A senior marketmaker at one lost ground by lunchtime and at big European securities house said there had been concern that Friday's US weakness might trigger a fresh downside reaction in UK stocks. But as one trader put

Turnover at 6pm was a rather disappointing 675.9m shares.

Yorkshire-Tyne Tees Tele-

vision moved forward 12% to

the Monopolies and Mergers

3 higher at 817p.

Commission, Granada closed

The DTI also decided not

to refer the planned acquisi-

tion of Cater Allen by Abbey

National to the MMC. Cater

was steady at 572p while

Personal organiser com-

pany Psion rebounded 221/2

to 3061/sp after a press report

bighlighted the strong

demand for the company's

new Series 5 computer.

Abbey fell 16% to 829%p.



#### Good rally in BT

Strong buying of BT helped the shares recover from an early retreat and contributed to a turnaround in the market as a whole.

At the start of the session, the shares lost 471/4 to 379p as an 11.95p per share final dividend and a special dividend of 35p were deducted. With BT one of the most beavily-weighted stocks in the London market, the sharp decline was said to account for more than 16 points in yesterday's initial fall of the premier FTSE 100

The stock was also dogged by uncertainty surrounding the UK company's planned merger with US group MCL Weekend press reports suggested BT would soon be the merger agreement.

However, the bulls of the stock, mainly income fund investors attracted by the vield, set aside worries on the merger and instead started piling into the stock in mid-morning trading.

By the end of the day, BT initial decline and closed at 387%p ex-dividend. Volume was a busy 15m, although that figure was well below daily turnover recorded last week as investors bought the stock ahead of yesterday's

Mr Jim MacCafferty at

believes "the shares will remain dull until sharehold-MCl transaction is to pro-

Prospects of a huge gas discovery in Indonesia sent France. BG shares to the top of the Footsie performance rankings with a rise of 61/2 to 251p, their bighest level since 1993.

Muturi region next to a Leicester. block being exploited by trillion cubic ft of gas has been discovered.

A recent trade press article suggested that BG's cent more than the Arco

Analysts who contacted the company were told drilling had not been completed and that a full picture would emerge within the next few

But one said the market had begun to get excited about the project, which could be far bigger than Centrica's Morecambe Bay field and provide some welcome news for a company which bad suffered long-standing regulatory pressures.

Selected life insurance stocks moved smartly higher with help from Credit Lyonnais Laing, which published had substantially reduced its a bullish review of the sec-

> Laing has turned buyer on the sector in anticipation of big Footsie changes in September, which will prompt heavy buying by funds needing a market weighting. Newly-floated Norwich Union will have a market

ABN Amro Hoare Govett capitalisation of about Place Capital 61/2 to 141p. £6.4bn and is therefore certain to enter the Footsle. ers bave a clear idea how the And Sun Life could well be a contender following its merger with the UK insurance interest of Axa of

The need to acquire a relevant welghting might prompt the kind of pressure seen in the banking sector following the flotation of the BG is drilling in the Halifax and Alliance &

Laing selected Prudential as its key pick of the sector leaders. It upgraded the stock from "hold" to "buy". pointing out that the Pru had the largest proportion of operations could yield 50 per husiness written overseas and would benefit from the strength of the dollar and dollar-related currencies.

Laing also put St James's Place Capital back on the buy list. Pru shares gained 10 to 623p and St James's

Rises and talls'

off signs of a hoardroom bat-Warburg reiterated its positive stance on the shares ahead of today's special meeting to discuss the future of the executive chairman. The shares have fallen

United Utilities shrugged

from 770p since Mr Brian Staples left last month and Mr Derek Green, the utility division's managing director, was asked to take over. Some analysts believe uncertainty over the management's future could restrain the share price. But they say the shares are worth up to 760p on fundamentals and performance sbility.

National Power lifted 11 to 723p on a technical bounce and stock shortage.

Analysts said National Power was finding strong 248%p after it announced its technical support near 520p

Aug 11 Aug 6 Aug 7 Aug 6 Aug 5 Yr ago 7-ligh "Low

Open 9.00 10.00 11.00 12.00 13.00 14.00 15.00 18.00 High Low

3173,0 3178,0 3190,7 3196,1 3206,1 3207,8 3214,3 3205,6 3207,2 3218,0 3189,9

52 Week highs and ion

Aug 11 'Data based on Equity shares listed on the London Share Service

205.9 3216.3 3222.3 3159.7 3117.0 2798.3 3222.3 2668.8 3.47 3.40 3.39 3.45 3.50 4.09 4.22 3.39 18.94 16.99 19.07 18.76 18.47 18.44 19.17 15.80 18.75 16.80 18.86 18.57 18.28 18.28 18.38 15.71

Aug 11 Aug 6 Aug 7 Aug 6 Aug 5 Yr ago 54,142 59,362 58,973 49,077 47,544 30,417
- NA 3689,6 2778,5 2553,6 1488,2
- NA 52,411 43,964 45,628 35,120
- NA 896,5 790,4 713,2 523,6

100 Total contracts 56 Calls

and PowerGen at 700p. 101/2 to 746p following a Gold-Heavy buying from US man Sachs recommendation. investors last week had also tle to rise 10 to 711p. SBC helped. The two stocks hit record highs in July, before £11.45p as the Department pulling back in the past two for Trade and Industry weeks amid concern over announced it had decided not to refer the proposed intensifying competition. It was a dull day in the

rest of the sector. Cable & Wireless fell 7 to 590%p, while there a two-way pull in Vodafone Group Which caused the shares to ease to Hotels were back in favour

yesterday. Savoy "A" closed 15 ahead at £18.97%p, while Millennium & Copthorne, which reports interim figures tomorrow, gained 81/2 to 350p. Profits are expected to be in the region of £19m, up 534p and PowerGen 18% to from £15.1m at the same

stage a year ago. Hotels and leisure giant Ladbroke Group firmed 2 to Ladbroke Clubs unit bed heen granted a London casino licence by the West Central gaming licensing committee. The company pointed out this was the first time in nine years that a licence has been granted for than a relocated casino,

appeared to dash market speculation suggesting Lad-broke was thinking of bidding for Capital Corporation. Capital fell 4 to 161%p.

Shares in Eurodollar jumped 69% to 188p following an agreed £95m bid from US group Republic Indus-

A weekend press report suggesting engineering group Vickers is likely to merge with British Aerospace lifted the former's shares 14% to 213%p. However, analysts and the company poured cold water on the suggestion and shares in BAe broke through the £15.00 harrier for the first time to close 24 up at £15.10p.

Commercial Union jumped

~,			Average agreement agreement and a second and	\$ 15 Va.
dices and rati	06			
SE 100	5031.9	+0.6	FT 30 3205.9	-10.4
SE 250	4671.6	+21.1	FTSE Non-Fins p/e 19.76	19.84
SE 350 .	2418.1	+2.3	FISE 100 Fut Sep 5062.0	+34.0
SE All-Share	2357.52	+2.89	10 yr Gilt yleid 7.15	7.15
SE All-Share yield	3.33		Long gilt/equity yld ratio 2.16	2.16
est performing	sectors		Worst performing sector	-
Gas Distribution -		+2.2	1 Tobacco	·-1 f
Life Assurance		+1.6	2 Alcoholic Beverages	-10
insurance			3 Household Goods	
Building Matts & N			4 Pharmaceuticals	
Distributors	***	+1.0	5 Telecommunications	

#### **FUTURES AND OPTIONS**

Calle 3 202 Pels 3172

	Open	Sett price	Change	High	LOw	Est. vol	Open int.
Sep	. 5000.0	5062.0	+18.0	5090.0 -	4993:0 .	10741	71461
Dec	5092.0	5127.0	+18.0	5145.0	5092,0	115	6315
Mar		5172.0	+18.0			- '0 '	. 221
R FISE	E 250 INDEX	FUTURES	(LIFTE) S	10 per tus	Index poi	nat.	
Sep	4700.0	4710.0	+26.0	4700.0	4700.0	480	5367

EURO STYLE FISE 100 INDEX OPTION (LIFFE) \$10 per full index point

TRADING VOLUME

price P		(SUP) Cab	.1997 High		Stock	Close price p	+/-			its P/E.
-6	F.P.	4.944	238	2203	Elition	23712	+3	AQ100	1.8	26 23.6
-	F.P.	7.14	7412	7117	†Blakes Clothing	71/2	-1	L1.45	5.1	25 72
-	F.P.	134.1	T0834	101	Bristof & W Pri	1074	+14			
\$100	F.P.	264			Commelt Laird	12412	+5	13.8	2.1	3.B 12.0
	F.P.	15.9			Delcuis	269	+112	L2.5	4.4	1.2 24.3
	F.P.	_	116		EMB 6	115	_	Z2_76		3.1 -
	F.P.	9.92	11712	1175	Feirfield Ente	11712		WZD	7.9	21 7A
53	F.P.				†Pairplace Cheftg	314				
5					TGR Holdings	65		٠.		- 51.
	F.P.				Galery Hildres	194 2		TOT	5.7	26 31.3
- 6		24.5	16210	1175	Gremin Group	13112		R3.5	32	3.3 10.2
	F.P.				<b>†Helicon Publis</b>	10212			-	
- 6					lonica	384	+1		-	
	F.P.				†iOnglisher Lets	17512		LW2.0	6.0	1.4 14.E
	F.P.				Metroline	20712	-5	P5.8	28.	35 124
100					Resbourne Merika	10812				
5100					†SBS Group	10712	+1	124	2.0	2.8 18.9
	F.P.				Severn Trent B	3712			,	
	FP.	56.7			Ted Baker	13712	1	13.45	0.1	32
-	F.P.			1912	Thom 6	2012	·			
	F.P.	81.7			Viglen Tech	67	+512			

JEE BALLEDOES	режа пан	TO THE LOCK	Zan Skillio Ç	Strains House	
FTSE	GOLD	MINE	SINE	DEX	

	Aug 8	% chg on day	Aug 7	Year	Grous div	P/E.	High .	Laur Laur
Date Mines Index (21)	1443.24	+32	1388.63	2065,60	219	-	2065.50	1279.14
at Hingkowst hudless					:	٠:		100
Africa (14)	1413.43	+26	1377.85	2632,70	- 5.45	23.33	2695.A9	1324,06
Australasta (6)	1469.32	-1.0	1483.66	2402,47	3.56	17.17	2455.10	1336,10
North America (11)	1485.91	+40	1409.20	1861.48	0.95	74.A7	1861.4B	1244.23

#### **CONTRACTS & TENDERS**



西鐵 West Rail

#### Qualification of Consultants **Detailed Design and Supervision Services**

The Kowloon-Canton Railway Corporation (KCRC) intends to commence detailed design for Phase 1 of West Rail, a 30.5km, double-tracked, electrified railway system serving Hong Kong's Northwest New Territories providing passenger services, with a maintenance depot and 9 stations. KCRC proposes to appoint qualified consultants to perform detailed design for

the project for the following packages:

DD-200 Yuen Long Section Tuen Mun Section DD-210 ■ DD-300 Tsuen Wan Section

AND WAS ARREST OF THE PERSON O

DD-400 Sham Shui Po Section DD-600 West Rail Depot and Station

The work will include civil/structural architectural mechanical and electrical design services, and administration and supervision of the Works. Consultants will be required to progress the design from a preliminary stage that

is approximately 25% complete to a final design to allow construction of the Works. The Consultant will also be required to assist in the preparation of

More detailed descriptions of the work activities will be included in the Pre-

Requests for a Pre-qualification Questionnaire should be made on company letterhead by facsimile to the Kowloon-Canton Railway Corporation, Attention Procurement Manager at (852) 2601-2671. Requests for questionnaires received by the Corporation after 22 August 1997 may be too late for consideration.

KCRC will, at its sole discretion, evaluate responses to the Pre-qualification Questionnaire. Those organisations which KCRC determines to be suitably qualified will be invited to lender

No communications in response to this advertisement will be accepted by KCRC except by facsimile at the above noted facsimile number.

nterested firms are advised that this invitation of expression of nterest is only for the Detailed Design, which is a necessary part ng process, and that the construction of Phase 1 of West Rail will be subject to the approval of the Hong Kong Special Administrative Region Government in around September 1998.

> 九唐觀路公司 Kowloon-Canton Railway Corporation



International Finance

Italian Lire 200,000,000,000 Floating rate notes 1998 Notice is hereby given that for

the interest period 12 August 1997 to 12 November 1997 the notes will carry an interest rate of 6.62578% per annum interest payable on mber 1997 will am In/TL84.663 per/TL 5.000.000 note and ITL 846,627 per ITL 50,000,000 note.

Agent: Morgan Guaranty Trust Company

**JPMorgan** 



Crédit Commercial de France

August 12,1997 OCHASE

FTSE GO	LD N	IINE	SIN	IDE.	X		
	Aug 8	% chg on day	Aug 7	Year	Group div	P/E.	52 week High Love
Duid Mines Index (21) at Hagianal Audiose	1443.24	+3.2	1388.63	2065,60	219		2065.50 1278
Atrica (14)	1413.43			2632,70	- 5.45	23.33	2695.89 1324.
Australasia (6)	1469.32			2402,47	3.56	17.17	
Roth America (11)			1409.20		0.95	74.47	1861.48 124

..... 5031.3 5096.8 5026.2 3803.3 3.29 +0.5 4650.5 4598.2 4517.3 4331.9 3.55 ...... 5031.3 5098.8 5098.2 3803.3 3.29 2.20 17.30 107.83 2156.04 40.5 4650.5 4598.2 4517.9 4331.9 3.55 1.58 22.28 98.32 1956.74 40.5 4644.5 4588.4 4505.2 4365.6 3.70 1.81 21.04 101.50 1961.74 40.1 2415.6 2432.3 2400.8 1905.1 3.34 2.07 18.06 51.66 2115.85 40.1 2415.4 2433.7 2402.2 - 3.36 2.09 17.83 19.57 1095.44 4.57 2597.0 2310.0 2286.2 1836.1 4.57 1.80 15.22 64.13 1707.28 40.2 2534.0 2563.7 2515.2 1981.4 2.39 2.50 21.22 38.16 1613.78 40.4 2209.78 2197.15 2188.77 2122.83 3.23 1.74 22.30 43.80 1899.53 40.6 2180.41 2147.41 2142.32 2115.35 3.52 1.82 16.48 47.24 1867.00 40.1 2355.17 2370.41 2340.98 - 3.37 2.07 17.81 19.17 1077.10 FTSE 250 ex IT FTSE 350 FTSE 350 ex IT FISE 350 Higher Yield FISE 350 Lower Yield FISE SmallCup FISE SmallCup ex IT FISE All-Share FISE All-Share ETSE AN

	Aug 11 c	Dey's thee's	Aug B	Aug 7	Aug 6	Year	Div. yield%	Net	ratio	Xd adj	Total Retu
10 MINERAL EXTRACTIONOS	4857.45			5074.38			_	1.94		98.75	_
12 Extractive Industries(5)	4465.49			4315.93				2.38		104.80	
15 Oil, Integrated(3)	5237.45			5407.01				1.86		107.40	
15 Of Exploration & Prod(12)	3844,71			3889.57				2.23		38.65	
								_	_		
20 GEN INDUSTRIALS(263) 21 Building & Construction(35)	2070.74 1380.68			2026.80				1,92 1,95		47.22 26.37	
2 Building Matis & Mercha(30)	1956.96			1887.87				2.82		42.27	
2 Summicals(26)	2789.20			2745.79				1.61		60.42	
24 Diversified industrials(15)	1385.29			1382.66				1.97		46.48	
5 Electronic & Sect Equip(37)	2200.85			2185.84				1.57		48.65	
6 EngineerIng(66)	2774.88			2707.06				2.32		52.34	
27 Engineering, Vehicles(13)	3191.16			3073.05				t		54.42	
8 Paper, Pokg & Printing(27)	2141.43			2112.42				1.80		61.09	
6 Texties & Appere (14)	1025.68			1011 D4				0.99		41.87	
O CONSUMER GOODS(84)	4632.89			4733.20	_			1.83	_	114,41	
2 Atcoholic Beverages(7)	3306.09			3344.84				1.98		90.96	
3 Food Producers(25)	3794.15			3161.87				1.85		69.90	
4 Household Goods(17)	3151.42			3255.56				2.32		54.26	
65 Health Care(14)	2288.07			2271.29				1.65		36.49	
7 Pharmaceuticals(18)	7474.69			7748.69				1.73		153,36	
8 Tobacco(3)	4223.31			4287.83				1.81		225.73	
O SERVICES(272)	2737,89			2740.51				1,97		50.80	_
1 Distributors(30)	2827.70			2769.93				1.95		54.79	
2 Letsure & Hotels(31)	3197.77			3166.84				1.92		70.15	
3 Media(43)	4183.37			4204,55				1.92		71.72	
4 Retailers, Food(15)	2410.50			2454.57				2.26		47.61	
5 Retailers, General(53)	2225.22			2225,92				2.04		44.61	
7 Breweries, Pubs & Rest.(22)	3351.14	+0.1	3346.51	3375,85	3355.39	311251		2.29		62.74	
8 Support Services(55)	3103.12	+0.6	3084.93	3047.74	3017.54	2460.25	1.66	2.47	30.49	29.64	2023
6 Transport(23)	2865.84	+0.3	2856.72	2870.38	2646.70	2375.B2	3.50	1,23	28.98	61,15	1251
O UTILITIESCHI	3043.23	402	303A.09	3040.82	3010.36	2338.52	4.73	1.44	18.36	71.64	1414
S2 Electricity(9)	3345.02			3352,91				2.01		92.77	
4 Ges Distribution(2)	2313.07			2272.70				#		54.50	
(8)enodesinumoselaY	2357.54	-0.B	2377.23	2360.64	2342.00	1970.58	192	1.53		44.58	
S Water(12)	2965.89	+0.5	2850.73	2874.25	2837.61	2236.11	5.79	2.27	9,53	90.96	1716
9 NON-FINANCIALS/670)	2351.42	;	2352.50	2362.16	2336.97	1985.98	3,47	1.82		50.61	
THANCIALS(104)	4772.05	_		4806.73				2.92			_
1 Banks, Retai(10)	7475.36			7582.02				3.33		102.17 152.23	
3 Insurance(16)	1895.63			1672.73				2.85		56.48	
4 Life Assurance(7)	4999.54			4943.99				2.32		121.00	
7 Other Financial(25)	3322.33			3315.14				1.99		66.44	
9 Property(43)	2027.35			2017.84				1.32		35.42	
D RIVESTMENT TRUSTS(127)	3570.38			3551.31			_	1,17		45.26	
9 FTSE All-Share(901)				2389.07							
25 FISE All-Share ex IT(774)	2357.52			2370.41				2.05		50.11	
	2358.07					-		2.07		18,17	
ISE Fledgling	1247.49			1237.27				0.93		24.88	
		-06	177271	1727 66	1220 07	1239.82	0.00	0 00	97 99	40E 34	1740
TSE Fledgiling ex IT	1242.45	10.4	الحججة	1200,00	1223.01	1500.02	3,65	0.92	91 22	25,31	10.0

Hourly movements 11.00 12.00 13.00 14.00 4674.6 4978.9 4997.5 5004.7 5020.2 5027.3 5029.8 5031.6 5030.9 5061.1 4968.4 4647.1 4552.0 4656.5 4658.1 4652.0 4664.0 4663.9 4666.9 4670.8 4671.5 4647.1 2393.4 2394.7 2408.1 2408.2 2412.6 2415.6 2420.4 2417.6 2417.6 2425.1 2390.2 FISE 100 4647.1 4652.0 4656.5 4656.1 4662.0 4864.0 4663.9 4696.9 4670.8 2393.4 2394.7 2403.1 2408.2 2412.8 2415.6 2420.4 2417.6 2417.8 2208.65 2209.88 2211.34 2213.42 2214.52 2215.27 2218.14 2217.42 2218.50 2334.34 2335.60 2343.35 2346.28 2352.23 2354.97 2359.48 2356.87 2357.10 2383.80 2337.38

Further information is available on http://www.fise.com O FTSE International Limited 1997. All Rights reserved. "FT-SE" and "Footsie" are trade marks of the London Stock Exchange and The Financial Times and are used by FTSE International under scance

To advertise your

### **Commercial Property**

And reach 52,000 property decision makers. Contact **Tina McGorman** 

+44 0171 873 3252 Fax +44 0171 873 3098

# UESDAY AUG Control of the contro | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1.000 Rockwell is pioneering GPS-based air traffic management systems for passengers' safety, efficiency and convenience. \*\*Rocelevell\*\* **GPS-based** air traffic

3.6 1 1 2 3 .69 .45

	The second secon	FRANCE (Aug 11 / Fis AGE ACUP)	0 231 40 190 0 1,029 808 4 999 759 6 807 388 0 418 27.29 7 543 237 0 301 171		22.905 20 565.30 -1.7 44.00 -1.4 23.50 -1.1		HgsDpR 125,30 -8.2 HumDqt 93,50 HCCal 115,70 -2.1	80 60.50 39 20 00 48 -1 74.50 55 50 382.70 29 20 46.40 29 70 762.30 57 -2 97.50 54 50 118.70 78 70 108.85 50	.80 3.9 1. 38 0.4 4 .80 1 .30 2.5 11 .70 2.3 11 .70 2.4 11 .80 5.1 11 .70 2.4 11 .80 5.1 13 23 .80	5.5 thereir 1.3 Kolpe 7.3 Meptra 3.0 Meptra 4.9 Portiv 5.8 Pryca 1.0 Repsul 1.9 Sallace 1.2 Sarrio 1.7 Sallace 1.7 Sallace	8,650 1,970 5,130 1,856 9,730 8,580 5,470-6 12,180 2,985	+ 40 Jan 0 1,20 1 10 27.5 - 5,386 2,596 1.5 71.7 - 7,336 2,296 1.7 72.2 - 120 8,700 4,295 1.7 72.2 - 80 1,000 8,500 1.4 13.2 - 80 2,000 1,775 2.4 - 80 2,000 1,775 2.4 - 80 2,000 1,775 2.4 - 80 2,000 1,775 2.4 - 80 2,700 1,579 1.5 2.0 - 80 2,700 1.5 2.0 -	Calence Converse 3.4 Carnor S. 2.6 Carnor S. 2. Carnor S.	030 -35 Z	010 763 880 398 630 385 516 298	18 25 4 04 32 4 05 32 9 1.1 348 1.3 183 1.7 180 1.7 180 1.7 180 1.8 38 9 1.1 20 4 1.0 25 5 1.0 25 4 1.0	Months 1 Months 5 Mycal 1 MCC 1 MGK In 1 MGK Sp 1	681 -30 -90 -241 -10 -188 -188 -140 -180 -180 -180 -180 -180 -180 -180 -180 -190	1,090 810 3,290 1,646 976 500 1,448 92: 524 379 1,950 1,350 1,850 1,350 1,850 1,350 1,850 1,350 1,850 1,350 1,850 1,350 1,850 1,350 1,750 1,140 1,350 1,00 214 180 275 770 806 555 700 552 715 226 716 227 1,020 744	0 0.9 0 1.2 219.4 0 1.5 219.4 0 1.5 256.8 0 1.0 256.8 0 1.0 256.7 0 0 1.0 25.7 0 0 1.0 25.7 0 1.0 25.7	Unitik Waccai YmahaC YmahaC YmahaC Ymahai Ymahac Ymahai Ymillian Ymillian Ymillian Ymatai Ymahai Yma	1.280 259 2.860 1.000 1.470 1.830 121 445 767 417	320 1 320 1	101 1.700 1.700 2.185 2.
		INDICES											us I	NDIC	ES.						1	- 556 11 (Aug 11		371 i
			Aug 11:	Aug Aug 8 7	High	-1987 Low		Aug 11	Aug 8	Ang -	High	1997	Dow Jos	- A	ag Aug 8 7	Aag 9	189 1896	T LOW	Since compi High	allation Low			- DC -0 96 (	0.75 4 2.50 2
	10 mg	Argentina General(29/12/77)	. (4) 245	7.60 24755.90	24917.86 6/8	18237.37 2/1	Japan Teph(4/1/00)			1497.10 15	80.28 25/6	1320,82 16/4	industrials	8031.	22 9)88.0	8259.31	8259.31 (6/8)	6391.69 (11/4)	8259.31 (6/8/97)	41.22 (8/7/32)	AAPC Abloyl Ameter Amtis Ashton ANZ BA AusFou AusFou AusFou	10.19 -	10 080 -70 901 07 228 -21 10.70	7.40 6 8.26 3 1.50 3 0.38 4
		Australia Ali Ordinaries(1/1/80) Ali Mining(1/1/80)			2746.90 2/7 . 967.10 24/2	2362.29 1/4 830.70 11/8	2nd Section(471/68) Moleyola 14.SE Comp.(44/86)	1680.86 902.14		1699.73 12		1816.50 154 902.14 11/8	Home Boods	104.	23 104.33	104.40	104.70 (31/7)	101.09 (14/4)	104.70 (31/7/97)	54,99 (1/10/81)	AVE	285 - 620 - 180 + 276 +	-17 287 -12 055 -02 183 -02 280 -02 205 1	1.91 4 5.40 5 0.96 12
	- 1	Austria Cradit Alden(30/12/84)	458.94 4	0.30 465.71	46L82 1/8	374.40 9/1	Mendeo PCNov 1978)			5795.29		3359.45 2/1	Tramport thillier		02 2993.96 82 232.89		3009.25 (5/8) 240.85	2222.07 (2/1) 209.47	3009.25 (6/8/97) 256.46	13.23 (8/7/32) 15.53	APTOVIII BHP BHP BROWN BENCATI BROWN BROWN BROWN BROWN BROWN BROWN BROWN CSR BROWN CSR COPTOP 2 CATHAT CCATHAT CCATHAT CCHANAI	1701 + 988 180 -	- 04 230	5.58 3 8.01 4 0.90 . 2.98 3
	:44	Field Inter(2/1/91) Belgium BB.20(1/1/91)			1480.48 31/7	112022 97	Netherland CBS ToPinGen(End 83)		1164.2 672.60†	11846 11	IBL80 7/8 IBL80 7/8	730.80 2/1		y's high 917			(22/1)	(25/4)	(31/6/93)	(8/7/32)	BoundCp Britishs Brieria	0.58 27.90	01 28.40 1	038 835 3
	-	Brezii Brezii Bresna(29/12/63)	:	29.0 12923.0	- 2021.90 20/7	1871.05 2/1 8935.50 2/1	CSS Ali Shrifind 83) New Zeeland Cap. 40(1/7/86)			2939.74 Z		429.00 2/1 2207.48 1/4	Dey's high	8184.06 (82 and Poor	99.49 ) Lo	w 7976.4	0 (8191.03	(Actusi <b>4</b> )		71	BrnsPh CSR Calter	248 - 512 - 465 -	03 2.58 08 5.37 08 5.50	1.52 1. 3.95 6. 4.10 5
	3.5	Carada Mais Mas (1975)			5891,75 10/3	496.95 11/4	Norway Osio SE(nd)(2/1/83)			2217.38 22		1639.03 2/1	Composite;		54 951.19		960.32 (6/8)	737.81 (2/1)	990,32 (6/8/97)	4.40 (1/6/32)	Cartelli CCAmer	305 - 15.75 -	.02 *250 .11 3.42 .39 10 16	2.10 7 2.55 1
	- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	Composts+(1975) Porticio§§(41/83)			9945.10 7/8 3604.53 7/8	5579.38 144 2846.82 11/4	Philippines Marita Comp(2/1/85)	2572.43	3647.82	3570,01 34	47.60 3/2	2400.38 20/5	industriale <b>*</b>		56 1121.93		(6/8)	865.42 (11/4)	113 <b>6.7</b> 6 (8/8/97)	3.52 (30/6/32)	Cinizi Cresico Comelio	8 29 -	11 7.85 (	4.34 3 3.21 0.94 1
		Chille GPA Son((31/12/80)	(n) 561	2.91 5707.53	5206.71 4/7	<b>4012.42</b> 2/1	Portugal Bd. 30(VV93)	3548.40	3575.11	3603.95 36	03.95 7/8	2165.57 2/1	Financial	106.	04 108.36	110.46	111.96 (31/7)	80.75 (2/1)	111.88 (31/7/97)	7.13 (4/9/74)	Cresico Commiss 18 Cultus Devides Devides Devides Emuli FAI FC Bid 6 FC En 4 FC Pap 2 Feints	373 - 0.85 -	17 17.10 10 10 4.10 ( 01 -1.82 ( 04 3.30 1	0.50 5. 0.00 5. 0.30 5. 1.50 3. 0.50 1. 2.55 1. 2.45 1.
	5	Denomic CapenhagenSE(3/1/83)	633.18 E	5.61 638.05	658.29 17/7	470.14 2h	Singapore SES AL-Spore(2/4/75)	481.28	498.94	494.83	7303 17/2	CF9.94 294	MYSE Comp.	483.	79 492.62	497.00	497.00 (5/8)	389.47 (11/4)	497.00 (6/8/97)	4.64	FAI FC Bid (	4.73 - 0.63 - 8.70sc -	.07 5 5 .02 0.79 1	3.03 3 0.50 1 2.55 1
		Finland HEX General/26/12/90)	3600.54 360	9.73 3685.86	3605.86 7/8	2482.29 2/1	South Africa JSE Coto(28/9/78) JSE Indu(28/9/78)	1016.3♥ 9239.4♥	996.60 9283.4	967.1 15 9314.2 E	38.10 27/2 H.4.20 7/8	903.90 7/7 7859.50 2/1	Amer Comp.	646.	15 652.07	654.06	(6/6)	541.20 (28/4)	654.06 (8/8/97)	524.20 (16/7/98)	FC Pap 2 Fearty	0.653 6 6.70x 7 6.253 7 6.254	3.40 2	샖,
		France SBF 250(31/12/90) CAC 40(31/12/87)	1950.14 196		2003.43 31/7 3075.67 31/7	1532.19 24 2250.87 27	South Koree KoreCopEr W1/80		752.01	745.35		811.85 7/1	NASOAD CII		52 1624.18	1630.44	1630.44 (6/8)	1201.00 (2/4)	1630.44 (6/8/97)	54,87 (3/10/74)	Fauld Foliand Folian Fo	6.51 - 2.64 -	04 9.30 F	718 2 6.90 3 2.20 4
	-	Germany RZ Aden(31/12/58)			1481.44 31/7	900.25 2/1	Spain Nation SECO/12/85	565.45	586.13		28.15 7/7	434.54 271	RATIO	6		Aug 8	Aug 1	Jul	25 Yes	er ago	GRPYTT 2	4500 -	05 270 2 06 424 3	5.90 3 2.20 4 2.52 2 2.24 8 3.03 4
2	7 4	Commenceme(1/12/53) 0-107(30/12/87)	4221.40 4	79.2 4307A	4336.70 31/7 4436.93 31/7	2875.90 2/1 2848.77 2/1	Sweden AllereninGm(1/2/37)	3283.2	3261.7	3315.8 33		2278.50 21	Dow Jone	s Ind. Div	. Yield	1.61 Aug 6	7.58 Jul 30	1.6 ) Jul	0 2	2.21 er ago	Gidfy SdmanF	1.45	.02 1.08 0 -07 3.05 1 -04 2.11 1	085 a 125 2 127 3
-		Greece Alless SE31/12/80)			172730 23/5	95U54 2/1	Switzerland							i. Div. yiel		1.47	1.48	1.5	0 2	2.03	Hrde.	4.45 - 13.10 -	19 4.56 1 27 13.85 1	2.65 2 0.85 1
	,	Hong Kong				12056.17 3/4	SM Index(1/7/88) SM General(1/9/87)	5825.6 3715.18	5864.8 3738.00	5922.1 80 3768.37 31	712,90 B/7 786,79 B/7	3922.90 7/1 2506.22 9.1		L P/E ratio YORK AC		26.35 DCKS	26.05	25.7 NG ACTI	_	1.16	iddetn Lendis	0.98 29.41 -	27 13.85 10 .05 3.54 2 1.90 0 .64 30.85 10	191 3 048 3
		itang Seng(31/7/64) India		7.54 16673.27	. •		Takwan Weighted T. 130/6/66	9097.27	9923,84	9640.88 190	<b>188.35</b> 31/7	<b>5844.7</b> 5 6/1	Friday	Ştocks			<ul> <li>Votume</li> </ul>		Aug 7	Ana B	Lica N Min Mingrahi	1.49 -	- 3.58 2 -09 2.10 1 8.99 7	2.65 2 0.80 1 2.44 3 0.91 3 0.48 3 2.60 4 1.40 1 7.33 4
		BSE Sens.(1979) Indonesia		7.54 4447.08		3225.24 2/1	Theiland Bangink SET(30/4/75)	632.25	536.25	638.04	69.97 22M	46L77 196	Elec Data	traded 14,083,70			New York S	E 561.300	2 576.032	585,170	MicPhan Mathwi NAB	3.10 - 19.29 - 0.80 -	-02 990 1	1.//
		Jaicanta: Comp.(10/8/82) Iroland	658.17 (F	543 677.93	740.23 97	<b>631.27</b> 154	Turkey 200 Mar 100(1989)	2032.00	2040.00	2050.0 20	150L00 7/8	. 985.00 211	AT&T Coca Cole	9,653,10 9,403,00			Amex Nasdaq	27.12 703 22	1 25.268 0 758.318	24.079 791.775	NatiOne NatiMul 2 Natifics	0.80 10:d - 1.95 -	34 20.05 11 -03 1.11 8 -04 2.30 1 -04 2.05 1	2.44 4. 1,86 4. 8,85 6. 1,74 1. 1,36 2. 0,63 8. 1,22 3. 5,67 2.
		ISEO Checal(4/1/65) Italy	3708.97 377	5.99 5715.23	3775.99 6/8	2725.07 2/1	WORLD MS Capital IntS(1/1/70)	957.9"	965.9	972.8	MILEO 31/7	794.50 144	Compag Phip Morrie	9,080,70 6,4 <b>6</b> 0,50		-1% -%	nyse Isaues Treck		3,359	3,404	Hercest MovesCo	282 - 582 -	.04 5.40 2 .15 7.51 0 .91 2.10 1	<b>25</b> 6 に
		Banca Comm Ital(1972) MB General(2/1/97)			959.18 73/7 1442.00 23/7	642.55 2/1 991.00 2/1	CROSS-BORDER Burninck 100(28/10/90	2753.17	2773.83	2794.80 22	194.80 7/8	1893.80 211	Micron Gen Bec	5,888,10 5,748,90	0 67%	-1%	Ristas Falta	525 2,477	2 1,561	1,847 979	North OPSM Oned PMPCom PacOun	4.80 -	.ns 315 5	5.87 2 2.40 3 0.81 .
-		Japan Nikel 225(16/5/49)	18824.18 1960	4.46 19475.85	20881.07 16/5	17303.85 10/1	FISE & 100(26/6/90) 1680: JC Dryn(31/12/9)	2298.71 5 de	2304.24 430.71		55.95 7/8 19483 5/8	1582.69 2/1 381.63 284	Pfizer Cokrobia HC	5,847,50 A 4,486,90			Unchanged New Highs	381 84		578 397	PAPCom PacOun	3.05 - 3.57 -	65 375 2 63 392 2	25年 š
Service Service		Midei 303(1/10/82)	295.42 25	K.47 293.03	303,71 28/7	251.04 Z7/1	BG 3mor Exam(7/1/42)	189.05	191.09†	191 91 1	96.81 9/7	159.74 3/1	UNI HIT	4,325,00 Open	Ö 51ä∐ Ladest C	+₹ Chance	New Lows High	17 Low E	i 10 st. vol.Op	11 Den Int	Pionin Pietro PebBro GBE in OCT Rs	484 - 3.70 +	.05 2.80 1 .13 5.26 3 .01 8.80 3 .21 8.56 5 .24 8.51 5 .04 1.05 1 .08 2.85 2 .02 3.21 1 .14 6.20 3	127 4 124 1
	100	INDEX FUTU									. :		Sep 5	934.95	095 70	-0.70			77,526 1	200.030	CIBE In	4.84 - 3.70 + 8.04 - 7.83 - 1.80 - 2.12 - 3.04 -	24 151 F	1.51 B
		CAC-40 MAT	Sett Price (	hange 1 (200 x b		Est vol.Open int	III ONIX	nSett Price	e Chan	ge Hi(	ah Lo	w Est. vol.Open int.	Dec	951,00	946.00	-0.50	952.00	946.00	1.168	6,714	Centes RGC	304 - 196 -	02 121 1 14 620 1	1.70 4. 1.50 5
	**************************************	Aug 2966.0 Sep 2976.0			14,0 2961.0 18,0 2973.0	12,184 26,196 770 23,755	Aug 2619.00 Sep 2630.00	2681.00 2672,75	) +8.0 5 +7.3		00 2619.0 00 2630.0			225	nt price C		High		st. vol.Op		■ току		OST ACTI	
		■ DAX					■ \$OPPEX	· ·			<u>.</u>	• .	Liec .	19290,0 1 19300.0 1	<b>ጳፖ</b> ዴብ ለ .	_57A C	19400.0 1 19350.0 1	6760.0 8760.0	32,836 1 2,169	80,710 9,119				tock
		Dec 4320.0	4364.0	-9.0 43	84.5 4315,0	20,759 97,560 239 3,325 284 Bass values of all	Sep 5800,0	0 6818.0 0 5825.0 C Australia		- 5855	.0 5900, .0 5760, don. Calcu	0 177 1,774	Open Intere	at figures fo	r previous	dey.				-	Sakura E Yamaich	Sank Ni Seco		7.3n 7.1n
<b></b> .	- X	Mins. DAX - # 1,000:	SM - 1500: JS	E Gold - 255.	7: JSE 25 Inc 2	64.3; MAGS Nat 100 - 1	NYSE AI COMMON - 5	C; Szend 8	Poors - 1	O mork w	hannas me a	County design from the control of	u lowe are i	ne antitages a	a the higher	oes, Finan of and los has seed !	cal and Tran est prices n the index box	eponazion. Ached durin : manhad d	g the day t		Hachijun Dalwa Ba	ni Bank .	******	7.0n 6.9n
		and Amer Comp : 55	0. Şiji Montred	. 🛊 Toronto. 🋊	d Closed (L) Una	nalisble. ‡ 1919/DAX et	ter-hours index. Aug 11	4333.15	<del>-0</del> .18	figures è	i brackets e	so busydota cpit, of & Stori	act to afficiel	récalculation.			I-VEN INC		ned as q	ey. [[11 <b>6</b>	LTCB	-=		6.4m

# -02 32 6 -,14 62				5/.3503 .35 0-	paidos III. (12g +44 Mgucili in +44 161 7	191. 770 0770 0 70 3822	e lax your
- MOST A	Stocks	Closing	Change	st 11, 1997	Stocks Traded	Closing Prices	Change on day
nk ecs lank k	7.3m 7.1m 7.0m 6.9m 6.4m	Prices 698 259 1090 570 556	on day -32 +30 -30 -24 -21	Nippon Steel Cp Fujitsu Fujita Corp Hitachi NKK Corp	5.4m 5.2m 4.7m	300 1580 97 1280 189	-70 -8 -40

1407 Web Lev Stock Br E 8
1449 75 Mc UI
524 44% NSFW 2.62 5.5 13
107.6 602 17 Me 0.52 0.5 47
117 71 Me 100 1.00 1.4 29 1
224, 1672 North P 1.00 1.4 29 1
244, 1672 North P 1.00 2.50 18
843 72 North P 1.20 2.0 18
843 72 North P 2.00 2.5 1.5 1
525 2.55 North M 0.21 0.4 24
173 15-3 North M 1.01 5.9
623 444 North D 1.01 5.9
623 444 North D 0.44 1.7 10
107. 10 North M 0.67 5.8
24 10 Nyman M 1 0.76 5.0
107. 10 Nyman M 0.67 5.8
24 10 Nyman M 0.44 1.7 10
597. 424 Nyman 2.55 4.1 19 84

34

t om close Avaust 11

北京村村 中京市村 村子 北京市 村

| The control |

1997 gik LagerStock	Yes Day %	F 1985	16gh Law	Ciriga Cipesa Prass. Questo Gloss	1967 Righ Lew Shek 10% 9 SexStra# x 41% 26 BearSt	081 8 081 1	5 912257	9년	9 <sup>3</sup> 4 39 3	9 g	1
√ 24 <sup>1</sup> 4 AAR 1	-	A -	3412 3314	33% - ka	42 2712 Bearings 52 5 37 Beckman in 55% 42 4 Beckn0 211 <sub>8</sub> 16% Belletino 7814 00% Beatti	0.60 1 0.52 1 1.08 5	.5 16 109 .3 11 161 1 21 5608 34 18 450 39 18 8419	47년 4 48記 4 28 1	6½ 4 7% 4 9½ 1	6 <sup>1</sup> 2 8 <sup>2</sup> 6 9 <sup>1</sup> 1 5 <sup>1</sup> 1 +	中一种
å, 331g AMP x 9½ 7814 AMR 1½ 3312 ASA 1½ 493, Abbal x	1.04 2.0 1.20 3.0 1.00 1.5	42 2200 0 4701 21 577 7 25 17536	51분 50% 106월 104년 31년 31년 64년 62년	51½ +6 105½ -2 21¼ +4 64½ +8	1912 1316 Bell in 4811 3816 BelSin 4812 3314 Belo A 4712 3356 Bends	1.44 3 0.44 1 0.80 1	13 213 10 10 9466 1,0 22 370 1,7 24 675	48 <sup>1</sup> 2 4 40 <sup>1</sup> 2 4 46 <sup>2</sup> 3 4	54, 4 54, 4 54, 4	8 <sub>74</sub> + 15 <sup>1</sup> 4 18,7	4000
<sup>1</sup> 2 14 <sup>1</sup> g (A <b>SS</b> ) 25 17 <sup>1</sup> g ASM ind <sup>1</sup> g 17 <sup>3</sup> g Aspinsain <sup>1</sup> 4 56 <sup>1</sup> g ASS Lid		7 21 80 10 943 1 11 1584	64 lb 83 lb	23% 4 214 4 134 1	71½ 63¾ Benef 4 39 75¾ 50½ Benef 33½ 22½ Beneficiá ½ ¼ Bengaet 8 31 22 Bengar z	0.40 1	2 14 1973	72 <sup>1</sup> 4 7 29 2	11, 83, 63,	77 29 11	44-44
plg 10 ACM Get to x 6 7 ACM GeOpp x blg 914 ACM Man x plg 81g ACM Min x 26 10 Acme Min	0.63 8.3	1 250 47	10号 10号 7倍 7号 9월 9년 6월 6년	기학 기술 1일 + 1호 1일 + 1호	4950133000 BentifA 1824 1088 BentifB 19 1375 Benty Putr 1675 775 Bent Rev	049 2	3 64 24 19 81 5404	45300 44 1510 1 17½ 1 15 1	00044 458 1 839 1 444 1	700 - 1498 167 <sub>8</sub>	**************************************
11 14 ACMetson 13 191 <sub>8</sub> Acuson 13 193 <sub>8</sub> Adams Egor 13 243, Adams		36 810 1070 3 1 367 8173	21 % 21 % 25 % 25 % 24 % 24 36 % 35 %	25% -6 24½ 36å -2	28 <sup>1</sup> 2 25 <sup>1</sup> 4 Berlin St 2. c 55 <sup>1</sup> 4 49 <sup>2</sup> 8 Berlins Pl x 12 <sup>2</sup> 8 7 <sup>5</sup> 8 Berlin 67 <sup>3</sup> 8 54 <sup>2</sup> 8 Berlin 11 <sup>1</sup> 4 12 <sup>1</sup> 4 Berlin	5.00 :	3788 23 33 588 25 2041	53% 12% 1 65% 6 15% 1	53 5 11 1 1 14 1 16 1 16 1	335 <sub>0</sub> 1112 1413 1534	**
/1 <sub>2</sub> 16 <sup>5</sup> g Advent Grp 5 <sup>1</sup> g 11 <sup>7</sup> g Advo Inc 6 <sup>7</sup> g 61 <sup>1</sup> g Adgon <b>ë</b> 9 <sup>1</sup> g 51 g Amfix 5 <sub>1</sub> g 33 Adm-Y	1.31 1	6 15 278 17 216 8 28 455 1979 5 10 779	18% 18% 14% 72% 81 <sub>2</sub> 1% 53% 5	184 4 184 4 184 4	417, 2512 96 ADR 24 171 <sub>8</sub> Bandley W 22 141 <sub>4</sub> Seminyo Sa 43 295 <sub>8</sub> BOack 295 <sub>8</sub> 301 <sub>4</sub> Black H PL	040 1 048 1	133 0.3 14 352 2.2 32 512 1.2 18 1997 5.2 12 126	18 <sup>1</sup> 2 1 18 <sup>1</sup> 2 1 41 <sup>1</sup> 2 4	24 17% 1 11% 4	24 16 <sup>1</sup> 2 11- <b>1</b> 4	170
23 <sub>4</sub> 48 AES Corp 81 <sub>3</sub> 73 Author x 32 191 <sub>2</sub> AffCorn 63 <sub>6</sub> 371 <sub>2</sub> AffCor 51 <sub>2</sub> 191 <sub>4</sub> AGCO	0.46 O. 0.04 D		981, 961 261, 251 531, 531, 211, 311,	252 +4 252 +4 254 +4	93 <sub>8</sub> 63 <sub>6</sub> BickrckAdv 7 01 <sub>8</sub> Bickrckiec 93 <sub>8</sub> 63 <sub>6</sub> Bickrckigt 3913 28 Biock	0.53 0.56 8 37 0.50	1.0 130 8.3 472 6.2 1511	8년 8년 9년 140년 3	914 87	93.	444
13, 181 <sub>8</sub> AGL Res 33, 32 Ahmosti X 95 <sub>8</sub> 683 <sub>8</sub> Ahfric 6 0,6 221 <sub>4</sub> Artino Fri 41 <sub>8</sub> 131 <sub>2</sub> Ahrgos <del>2</del>	0.88 1. 1.20 1. 0.30 0.	5 14 1062 0 26 2417 4 22 1866 8 26 1828 53 470	50 <sup>1</sup> 2 49 <sup>2</sup> 1 64 (6 83 <sup>1</sup> 4 90 <sup>1</sup> 4 49 (6 18 <sup>2</sup> 4 18 <sup>2</sup> 1	4912 +4 8356 -16 4912 +16 1813 +76	46%, 37% Blouni A 10% 8 BlueCt/A 3% 2% Bluegroon 35% 24 Bluegroon 80% 41 Blooms	T.00 10	0.1 111 48 214 6.2 22 215 0.9 3323801	97g 37g 307g 3	934 312 301 <sub>2</sub> :	37g 30¦} 50;}	44.4
75 <sub>8</sub> 915 Airlease x 71 <sub>2</sub> 22 Airch 93, 2014 Airch 64, 1914 Aibany Int 41 <sub>4</sub> 143 <sub>9</sub> Aibany Int	2.43 21. 0.47 1. 0.28 1.		36% 34% 26% 25% 25% 25% 23% 23%	2012 14 2012 14 2013 14	3814 2855 ButesC 612 314 Burstey Co 1214 875 Burst Coll 2875 2214 Bust Coll 7876 41 BusSci		884 8.2 15 001	6 <sup>1</sup> a 11,6 25 76 <sup>1</sup> a	6 11 <sup>1</sup> 8 -	814 114 2418 75	구 구
014 23 2 AbCu8 x 57g 20 AbCu8 x 812 305g Abcu8 x 012 3012 Abcu8 814 41 7g Abcu8coma x	0.20 0. 0.20 0. 0.54 1 0.60 1	7 19 594	24% 2 36% 35% 38% 21% 62% 61%	3574 +14	29% 24% Boston Tc 36 30% Boston 32% 21% Brainth 27% 23% SRE Prop 27% 17 Breed Te	0.61 1.30 0.26	1.5 44 2291	53 <sup>1</sup> 8 2657 25 <sup>7</sup> 8	교육 28년 : 25년 : 19년	33 284 157	44.44
1 ½ 25 ½ Alleg? 2 ½ 21 Alleg1 1 ¼ 19 ½ Allegaca 6 ½ 16 Allea Com 6 ¼ 25 ½ Allergas	1.72 6. 0.64 2. 0.40 1.	0 14 1901 0 23 4245 3 21 491 28 1580 8 22 1039	21 21 30 3 21 30 3 26 2 24	3012 +14 3012 +14 2514 -11 2214	535g, 425g Brigst 111g 185g Brinketni 885g, 534g BridySq 1251g 941g Br Air 871g 647g BP	1.52 2.00 2.39	10 2510 2.0 2524805 2.6 10 56 2.6 21 8252	147 <sub>1</sub> 76½ 162 H	14½ 14½ 81,4 11	D1-2	14 14 14 14 14 14 14 14 14 14 14 14 14 1
51 <sub>4</sub> 24 Alface Cup 71 <sub>8</sub> 171 <sub>8</sub> Alface Gl 55 <sub>9</sub> 361 <sub>8</sub> A Intship s 41 <sub>8</sub> 661 <sub>2</sub> AldSig 51 <sub>4</sub> 30 AlfacePr	2.56 T. 1.40 Q. 1.94 T. 0.16 Q.	219 8 13 220 1 23 1880	16\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	6 1612 +16 8 5312 +18 5 914 +14 6 3514	16%, 15 BP Pruditoe 28%, 21%, 85ted s 83% 66% 87 30%, 26% BKywU 20% 14% BrwnGp	1.65 7.41 1 1.46	0.8 1 351 0.1 11 6163 0.5 13 2177 4.9 11 452 3.0 14 653	27-4 : 70-6 : 29-2 : 11-6	27 <sup>1</sup> 4 69 <sup>3</sup> 2 29 <sup>1</sup> 4 16 <sup>1</sup> 4	21 1 70 7 29 4 16 12	76 +2 +16 7E
07g 10 Albrer 912 5514 Albsta 674 2934 Albsta 87g 434 Albresto 20 117g Alphanton	1.10 3	3 14 <b>6905</b> A 15 <b>5243</b> 31 <i>2</i> 0	75 (6 72) 3234 3 814 81	75 + <sup>7</sup> 4 2 32 <sup>3</sup> 4 + <sup>1</sup> 8	15% 12 BroatSt 37 % 42 % BriffinA 52 % 42 % BriffinB 38 % 25 % Briffin 8 8 % BRT	1.08 0.80	1.9 3801 12 48	45% 45% 35%	45% 45% 7%	45% 35% 1%	- 23g - 14g - 23g - 4g
3,74 3275 Abous 95g 8275 Abous 12,74 2436 Abou CD A 8,74 O AmGovinc a 2,73 1634 Ava Pracis	1.00 1.	16 2268 2 26 6457 26 3242	42/1 411 86/2 85/ 31/2 30/ 5/8 6/	8516 -7 8516 -1 8076 -1	33 23 k Brasink 23 23 18 kg Brash Well 37 25 kg Brash Well 51 kg 40 kg Buckeye Pr 19 kg 12 kg Busi Coat	3.00	16 15 1761 21 15 72 13 531 0.1 11 82 13 710	23 <sup>1</sup> 4 36 <sup>1</sup> 6 50 <sup>1</sup> 2 18 <sup>1</sup> 4	23 35位 49分 17名	37 (2 23 kg 35 kg 49 kg 18 kg	は上記せる
7% 5% ArminGd 15% 62 ArminGd x 7% 21% ArminGd x 62 47% ArminGd x 53 21% ArminGd Prof 53 21% ArminGd Prof	0.60 2 0.60 1	1371 9 14 344 2 14 91 8 20 1785	67, 63 53,6 6 25,2 25 59,4 57	6 6 4 4 4 2 6 4 4 4 4 4 4 4 4 4 4 4 4 4	67/2 703 <sub>8</sub> BurN 541 <sub>2</sub> 401 <sub>8</sub> BurNs 151 <sub>2</sub> 113 <sub>4</sub> BurNson Pi 341 <sub>4</sub> 241 <sub>4</sub> BurNson	0.55	1.3 16 282 1.1 17 742 72 21 184 21 2	144	45% 13%	924 4913 1313 3374	444
45 39 <sup>1</sup> 2 AmEPur x 5 <sup>1</sup> 4 53 <sup>5</sup> 3 AmEur x 4 <sup>3</sup> 4 36 <sup>1</sup> 2 AmEur s 5 <sup>2</sup> 6 5 Am Gort in x 6 <sup>3</sup> 8 22 <sup>7</sup> 8 Am Hith Pr	2.40 5 0.96 1 1.40 2 x 0.36 6	5 13 7769 1 1915317 7 31 3250 0 179	435 425 80,2 80 52 51 53 5	43 <sup>1</sup> 2 +14 52 <sup>1</sup> 2 +14 51 <sup>1</sup> 2 +14	46 <sup>1</sup> 2 24 <sup>1</sup> 2 CANTY		- C - 77 34 14 179	441 <sub>g</sub>		43 <u>11</u> 351 <sub>2</sub>	+14
83 <sub>4</sub> , 233 <sub>2</sub> Am Hertigo 47 <sub>8</sub> 37 AmHoren x 11 <sub>8</sub> 13 Am Hotels 164 <sub>4</sub> 71 <sup>1</sup> <sub>8</sub> Am Cop Inc. 84 <sub>4</sub> 63 <sub>4</sub> Am Cop Inc.	0.50 2 1.64 2 0.30 0	.2 17 110 .1 2413190 .20 .3 2210605	28 364 783, 784 1 <sub>8</sub> 3 1934 984	30 lg -1 lg 376 -12 14 sq 12 9934 +12	21 <sup>7</sup> / <sub>2</sub> 31 <sup>1</sup> / <sub>4</sub> CMS En x 119 96 <sup>1</sup> / <sub>9</sub> CNA Fin 37 <sup>1</sup> / <sub>4</sub> 20 <sup>1</sup> / <sub>4</sub> CMF Trans 103 <sup>1</sup> / <sub>2</sub> 75 <sup>1</sup> / <sub>9</sub> GPC 22 <sup>7</sup> / <sub>4</sub> 15 <sup>1</sup> / <sub>2</sub> GP Corp	0.40 1.64 0.56	7 14 1.1 10 66 1.6 30 281 2.8 28 6	112 <sup>1</sup> 2 1 36 <sub>1</sub> % 93 <sub>1</sub> % 20 <sup>1</sup> 4	11 <sup>2</sup> 8 1 35% 92 20	12 <sup>1</sup> 2 35 <sup>1</sup> 2 92 <sup>2</sup> 6 20 <sup>1</sup> 4	+127-12-12-14-14-14-14-14-14-14-14-14-14-14-14-14-
44. 9 Am Real En 12. 1913 Am Stor 214. 1812 Am Watr 5% 41 <sub>2</sub> 197 <sub>8</sub> Am Watr x 1914. 321 <sub>8</sub> Amer Fin	0.36 1 x 1.25 6	3 3 295 5 26 5676 5 20 5 16 846	11 <sup>1</sup> / <sub>2</sub> 11 <sup>1</sup> / <sub>2</sub> 23 <sup>3</sup> / <sub>2</sub> 23 <sup>3</sup> / <sub>2</sub> 19 <sup>3</sup> / <sub>2</sub> 22 21 <sup>1</sup> / <sub>2</sub>	23½ +¼ 23½ +¼ 18¾ 21¼ +½	6274 41 4 CSX 8578 41 CTS Corp 31 4 2274 Cable 8 Min 4612 27 1 2 Cabbit 2944 21 2 Cabbit	0.73 ± 0.58 0.40	23 654 1.4 13 48	83 <sup>1</sup> 4 38 <sup>1</sup> 4 35 <sup>1</sup> 6 78 <sup>1</sup> 6	824 2813 334 2813	5915 6214 285 341 <sub>8</sub> 281 <sub>6</sub>	1
515 <sub>2</sub> 375 <sub>3</sub> AmSind\$ 113 <sub>4</sub> 553 <sub>4</sub> Amriet 103 <sub>2</sub> 483 <sub>3</sub> America htt: 97 793 <sub>4</sub> Amoeta a 81 <sub>4</sub> 113 <sub>8</sub> AmpeoPit	2.26 3 x 1.28 2	16 1780 3 17 4351 2 13 17 9 16 7448	50,3 50 <sup>1</sup> 69,4 66 <sup>1</sup> 7 37 1 57 <sup>2</sup> 96 <sup>1</sup> 8 94,	2 50 <sup>1</sup> 2 + 2 2 68 <sup>1</sup> 3 + 2 <sup>1</sup> 6 2 37 <sup>1</sup> 3 16 3 95 <sup>1</sup> 3 + 1 <sup>1</sup> 3	2113 185a Cebot OSG 417a 311a Cedschwer 491a 291a Cedschlog 101a 23a Cel Real E 42 32 Calenergy	1 19 0 0,10	24 400	9 48 <sup>1</sup> 2 8 46 <sup>3</sup> 4 3 010 <sup>3</sup> 2 7 36 <sup>7</sup> 8	39% 44% 18 36%	21 16 40 16 10 19 36 15	大大を中上は
31 21 Amsth   73 50 Amsthol  31 21 Amstog   21 15 Amstern	1.12 2 0.30 0 0.00 5		41½ 4 70 6 21¼ 30 18½ 18	17 414 +16 10 70 +176 14 303 -16 14 164 +76	15 105 Calgor Chr 39 2 19 4 CaltrSys 38 2 255 Chany Gil x 22 4 17 Caltrat Co 52 4 29 4 Crepts	0.40 0.29 0.40 0.71	23 23 17 1.1 295 0.8 18 117 1.9 48 14 1.5 34 437	35 <sup>1</sup> 4 9 21 <sup>1</sup> 6 4 49 <sup>1</sup> 2	36 <sup>1</sup> 4 35,	1313 3814 3514 2113 4913	花をなる
18 <sup>1</sup> 4 40 Anibert x 18 <sup>1</sup> 5 12 Anister 36 <sup>1</sup> 9 40 <sup>1</sup> 2 Ann CD x 39 <sup>1</sup> 4 30 <sup>1</sup> 9 Anische CD 18 <sup>5</sup> 9 9 <sup>1</sup> 6 Anische CD	1,04 2	20 793 20 44 2039 3.8 20 5514	17 17 17 17 18 18 18 18 18 18 18 18 18 18 18 18 18	6 17/2 +/2 6 53/2 +/2 4 36/2 +/2	T ½ Campbi Rs. 31½ 22½ CamPac 44¾ 30½ CpOneF x 18¼ 14¾ Cpski 1.28 28¼ 19½ Capski Mg	0.32 032 1.26 8 2.38	94 10 285	0 2916 8 3718 5 1811 4 2514	36 <sup>3</sup> 8 18 <sup>1</sup> 9 25 <sup>2</sup> 6	28:3 37 <sup>1</sup> 0 10 <sup>1</sup> 4 25 <sup>1</sup> 1	To the state of
8012 2214 Aquid Mag 5314 3812 Appi Pw A 24 17 Archilla x 5012 4078 Archilla X 618 378 Armon 8 18	2.80	12 19 35 18 321098 5.4 17 20 16 99	52 22 22 22 7 44 8 5 5 5 5 5	\$ 52% +18 \$ 2212 +14 44 4412 12 558 +18	45 <sup>3</sup> g 13 Card+m 43 27 CarCo 35 <sup>3</sup> g 23 <sup>3</sup> g Card+les <sup>2</sup> , 45 <sup>3</sup> 4 31 <sup>3</sup> g CrostA 38 <sup>3</sup> 4 32 <sup>3</sup> g CarP&L	0.56 0.44 1.88	0.2 34 284 1.3 21 66 15 15 1.8 21 140 5.4 14 188	7 1443 3 33 9 445 4 35 8	42 % 30 % 44 34 %	5812 4314 27 4416 3412	14 +7g +1g
25% 21 Armeo 2.16 75% 81½ ArmetW a 62% 01½ ArmetPA 6½ 3% Armet Pp 35½ 21 Armet Pp	1.78 :	24 15 203 15 81 53 17 22 12 23	0 7313 73 4 60% 60 1 41 4 8 3413 34	15 7312 +14 19 60.15 14 414 14 3412 -72	48 <sup>1</sup> 2 34 <sup>3</sup> 4 Cput T 19 <sup>1</sup> 2 12 <sup>3</sup> 4 Caste Wal 19 14 <sup>1</sup> 2 Caste te a 17 <sup>1</sup> 4 15 <sup>1</sup> 4 Caste te N 19 <sup>1</sup> 2 48 <sup>1</sup> 5 Casto F	0.76 0.49 5 x 8.96	2.8 14 16 0.9 29 53 2.9 12 14 5.7 19 6 0.3 13 425	9 17 4 9 17 4 5 18 6 8 66	1613 1673 1613 6313		+14
34 <sup>1</sup> 4, 24 <sup>7</sup> 8, Asserco X 13 <sup>3</sup> 4, 11 <sup>7</sup> 4, AsheriGDFI 53 <sup>7</sup> 6, 39 <sup>3</sup> 4, Ashind 13 <sup>5</sup> 8, 11 <sup>1</sup> 8, Asha Pac F 4 <sup>3</sup> 4, 3 <sup>3</sup> 6, Assert Iron	0.37 1.10 0.68 0.24	21 14 424 27 24 6.6 6 27	0 11334 13 5 51 2 50 6 12 <sup>1</sup> 4 2 3 <sup>34</sup> 3	4 134 12 514 년 12 12 년 13 3월 년	1112 9 Cast Amer 1712 1312 Castle&Ck 0112 3614 Calph x 4374 2774 CDI Corp 46 3515 Caster Fear	1.00	1.7 14 963 16 78	3 16 % 3 59 % 4 37 %	15 <sup>1</sup> 8 58 <sub>16</sub> 37 <sub>16</sub> 43	11 16 14 16 15 37 14 43	10.00
66 <sup>1</sup> 4 33 <sup>1</sup> 8 AF9CA x 43 <sup>1</sup> 2 30 <sup>3</sup> 4 AT8T 36 <sup>1</sup> 3 300 All Flich 2 13 <sup>1</sup> 8 8 <sup>1</sup> 4 Allnia Sos 17 <sup>5</sup> 8 16 ABNC Egy	1.32 3 2.80 0 1.54 1	11 19 17 13 221	1 42% 40 0:382½ 362 3 12% 12 5 u17% 17	12 41 4 +1 3 12 382 12 +12 13 12 4 + 13 14 17 11 + 13	11% 9% Carden x 59% 33½ Contex 34% 29% Contr Helsa 28% 24% Contr Loui 13% 10 Contr Main	0.28 2.14 z 1,58	7.1 13 131 0.5 13 130 6.3 11 24 60 13 33 0.8 15 13	9 5218 1 54 <sup>3</sup> 6 6 26 <sup>3</sup> 4 3 13 <sub>1</sub> 3	52 12 34 1 <sub>8</sub> 25 12 12 7 <sub>8</sub>	114 524 344 264 134	ないないない
27; 2 62; 2 ABRICH 12 11 ABRIS 2614 221g AbriosEn A 105g Bile Austria Fo 50; 2 3912 Audata	1.00	1.8 27 835	7 33 6 8 24 2 24 0 9 3 9 5 48 4 48	사 는 24년 4년 라 9년 - 16 년 47음 +16	76 43 <sup>3</sup> g Contr Mess 13 <sup>1</sup> g 18 <sup>5</sup> g Contr Virol 28 16 ContSN x 37 <sup>1</sup> g 28 <sup>1</sup> g Contry TI 45 <sup>5</sup> g 29 <sup>1</sup> g Contro-\$	z 0.88 1.74	1,1 23 51 72 9 37 8,7 11 376 1,0 12 131 28 304	3 12/3 8 20 5 437/3	68% 1112 1912 36% 43%	43,7	· · · · · · · · · · · · · · · · · · ·
297, 19 <sup>3</sup> 2 AutoZn 2 34 Avates 16 <sup>3</sup> 4 5 <sup>3</sup> 8 Avates 71 <sup>3</sup> 4 55 <sup>3</sup> 4 Avnet 78 50 <sup>5</sup> 8 AvunPr		25 449 1.1 5 22 26 0.9 16 50 1.8 26 650	4 14 1 3 15 6 15 4 70 69	清 1点 清 15清 +清 法 四篇 ·12	20% 13% Chemints 63% 41% Cample 15% 11% Chemints 9% 4% Chemints 114% 64% Chemints	0.20 a 0.20	T3 10 44	1 62/4 8 15/4 4 8/6	18 (8 60 (4 15 (8 8 )8 100 (8	16 <sup>1</sup> / <sub>4</sub> 62 / <sub>6</sub> 15 <sup>1</sup> / <sub>6</sub> 8 <sup>1</sup> / <sub>6</sub> 168 <sup>3</sup> / <sub>4</sub>	144年16
12 <sup>5</sup> g 6 <sup>1</sup> g Aydin Corp 14 <sup>1</sup> g 6 <sup>1</sup> g Aydar		12 79	74	7 74 4	2 <sup>1</sup> 4 <sup>1</sup> 2 Chause 9 24 <sup>3</sup> 4 9 <sup>3</sup> 4 Cheksy 37 <sup>3</sup> 4 21 Chemed 20 <sup>1</sup> 2 13 Chemes 36 27 <sup>3</sup> 5 Chesspeak	2.08 ex 8.00	01 29 100 57 12 13 17 23 15 45	4 371 <sub>8</sub> 7 193 <sub>4</sub> 9 35	3612 1934	156 351 194 3472	70
37 35 8637Cp 32 / <sub>6</sub> 22 9CE 9 / <sub>6</sub> 8 <sup>3</sup> g Bakmoo 21 16 <sup>3</sup> g Baker Feni	1.24 0.20	32 111 21 18 64	4 utl 6	Ha 2312 -12 Ha 85a +13 Ha 2014 -14	80 <sup>3</sup> g 81 k Chevra 27 2 20 g Chilefol 19 k 12 g Chilefol 16 g 12 g Chilefol 7 g 4 k Chilefol 7 g 4 k Chilefol	0.65 0.06 0.20	0.4 7 16 161 13 3	6 254 9 184 2 145 4 74	774 25% 18% 14% 7%	90 kg 25 kg 18 kg 14 kg 7 kg	4.
414, 325 <sub>8</sub> Bakatilå : 31½ 244 <sub>4</sub> Baktor Sic 32½ 234 Bakto 22 <sup>7</sup> g 17 <sup>7</sup> g Bioliko 28 <sub>14</sub> 24 <sup>1</sup> g Baksë	0.48 0.80 0.50	1.1 25 618 1.5 22 6 1.9 53 61 0.5 21 29 0.0 19 302	50 31 <sup>1</sup> 3 19 32 <sup>7</sup> 6 21 18 22 21 21 27 <sup>3</sup> 6 26	12 전설 ·설 31 21년 ·설 12 21년 ·설 12 21년 ·설 12 27년 ·설	52 38%, Carson 40% 25% Christons 38 26% Chrysh 70% 51% Choob 200% 134% Ografi	1.60 1.10 3.32	44 8132 17 21 24 17 12 11	0 3611 0 3611 9 6911 0 19111		50% 3812 3612 6813 16012	**************************************
56% 39% Brache 29% 11% BrackEl V 20% 12% BCH 19 <sup>5</sup> 8 13 BCP ADR 53% 46 Bandag	8 30 8 30 8 34 1.00	1 6 59 z15 1.6 15 65 1.9 16 7	72 27 26 50 18/4 18 54 19 <sup>1</sup> 8 16 71 4535 <sub>2</sub> 52	다 53 +1년 15 285 +1년 16 18년 -1년 16 53일 +1년	21 11 Charoles C	2.46 8.40 0.48	60 18 9 15 17 29 16 15 6 5 11	9 41 1 4 29 4 7 27 2 1 1 2 1 1 2 1 1 2 1 2 1 2 1 2 1	9 27 1 25 1 1 1	916 407 2112 2718	+16 -14 +38 -17
7612 4712 BankAm 4912 3214 BankAM 2013 1372 BTM AOR 5014 4714 BankAm A 19012 9014 BankAm A	0.96 0.50 3.25 0.80	6.4 0.1 a	47 47 45 80 1941 15 8 1504 50 20 85	14 684 + 1 16 467 +1 16 196 -6 16 505 +1 99 99	30/2 331/2 Cosco 407g 265g Creck 363g 211/s CreusCire 1411/2 995g Cilicon s	212 014 210	1 5 17 156	1374 13 355 17 224 19 1364	351g 2212		111111111111111111111111111111111111111
87% 61% Bidosin z 92 79 Bidosin z 48% 45½ BidosinA 104% 74 BidOsi 92 63% Bidaye	5.56 3.04 4.00 2.14	8.3 4.0 13 501	6 21 7 <u>1</u> 4 49 42 18 100 <sup>1</sup> 2 96 15 90 <sup>1</sup> 2 86	11. 85 +12 00 00 -1 13. 4831. 15. 1004 +12 14. 893. +1. 52. 3812 +16	12 <sup>1</sup> 2 8 Cizn US 8 20 <sup>3</sup> 6 20 <sup>3</sup> 9 City Notes	7.00 z 84		3161 \ 18 8 \\ 11 8 \\\ 12 3 \\\	03g 27,4	9012 16114 874 874 39 3274	
36 26 <sup>3</sup> y Bani (C R) 30 <sup>1</sup> x 19 <sup>1</sup> x Bures Gr 57 <sup>1</sup> x 30 Bernek 28 <sup>3</sup> x 19 <sup>3</sup> x BrokGd 13 <sup>7</sup> x 6 <sup>3</sup> x BankG x	p 0.67 1.24	2.4 14 18 2.3 10 363 0.1 48130 16 12	51 37% 27 53 34% 55 50 2313 2 28 13% 12	16 27 + 2 16 542 + 2 16 542 + 4 16 13 + 4 18 18 + 6	23 12 Clair St. 9 1 16 1 125 Clayton to 1012 7 7 Clements	0.12 a 0.05 6 0.61 7.56	0.5 22 63 0.5 15 24 7.8 0.1	4 22 <sup>1</sup> 2	28 <sup>1</sup> 2 15 <sup>1</sup> 2 10 <sup>1</sup> 4 93 <sup>3</sup> 4	21% 15% 18% 93% 42%	***
75g 5½ Bathikt x 477g 32½ Bausch 60¼ 397g Bather 33½ 155g Baylikwis. 20½ 25½ 60g St Ga 20% 19½ 80 Tr 183	1,04 1.13	2.4 44 146 2.1 58 73 1416 5.6 11 11	3 434 42 20 55計 5 8 32 36 12 38品 2	212 422 - 2 32 342 - 14 32 312 - 4 32 312 - 4 34 204 - 3	9412 8712 Clevid 8 14113 9714 Clorox s 41 <sub>8</sub> 13 <sub>4</sub> CML Grow	7.40 2.56 p pc 8.96	7.9 1.9 29 17 13	2 94 96 136 <sup>3</sup> 8 58 3 <sup>3</sup> 6 53 11,1	3(a 11 <sub>1</sub> )	64	+15
83 712 BEA Inc.				04 05 +/2	48¾ 35½ Coast Set 57½ 43½ Coast 72½ 51¼ Coast 21½ 15¼ Coast 16¾ 11½ Coast	0.48 0.56 0.18	68 8 0.7 11 18 0.9 38959 0.4 86 1.1 6	53 55 <sup>1</sup> 2 21 61& 73 29 <sup>7</sup> 3 18 14	1612 4512 5472 5978 2778 1378	45% 55% 61% 28% 13%	-1% -1% +6
BI		0	U	R	44 <sup>3</sup> p :28 <sup>3</sup> g Copped 19 <sup>3</sup> s 11 <sup>3</sup> g Colomba 70 <sup>3</sup> s 45 Colomba 11 <sup>3</sup> g 9 <sup>3</sup> g Colomba 8,3 7 <sup>3</sup> g Colomba	1.10 0.04 z 0.56	1.6 36161 56 1 6.5	20 174 75 70程 00 11点 60 8点	43 174 58% 11 848	17% 6643 11 83s	-11 -11
G				_	7 <sup>3</sup> s, 7 <sup>3</sup> s Colonia 1 <sup>3</sup> s Granda 72 <sup>3</sup> s, 50 Colona 44 <sup>2</sup> s, 30 <sup>3</sup> s Colona 24 <sup>3</sup> s, 19 <sup>2</sup> s Colona 29 <sup>3</sup> s 18 <sup>3</sup> <sup></sup>	z 0.51 1.00 0.04 1.58	01 1 1.5 14 17 01 14304 6.5 24 2	64 7年 23 67号 18 33号 78 24点	716 719 6519 337 2714	6814 331 <sub>2</sub>	44444
		<b>40</b>			76 <sup>1</sup> 4 51 <sup>1</sup> 4 Covice 16 11 <sup>7</sup> 4 Covintes 32 <sup>1</sup> 2 27 <sup>1</sup> 4 Covint M 25 <sup>1</sup> 4 24 Covinted 26 <sup>1</sup> 2 24 <sup>7</sup> 5 Covinted	1.72 0.54 a 0.52 l.9 1.90	23 19 14 36 15 16 12 76 78 3 1	42 71 12 37 15 14 48 31 12 8 25 19 25 14	72 15 21,4 24,5 25,6	734 154 312 242 254	+112
	GRAN	n Hot	LA TEL MAIN		16 <sup>3</sup> c, 15 <sup>3</sup> c Consecp 16 <sup>3</sup> c 8 <sup>3</sup> c Commun. 62 <sup>3</sup> c 28 <sup>3</sup> c Compac 18 <sup>3</sup> c 15 <sup>3</sup> c CompC: 71 <sup>3</sup> c 37 <sup>3</sup> c CompAcs	Psy 0.10	30 1 29850 1 0.2 52 55	98 174 75 15混 11 60記 88 12を 32 67品	19% 15% 98% 12% 65%	16% 15% 58% 12% 66%	4.4
	hen yo	nı stay v	with us		88 <sup>1</sup> / <sub>8</sub> 58 CmpSci- 48 <sub>1</sub> / <sub>6</sub> 16 <sub>1</sub> / <sub>6</sub> Compish 24 <sup>3</sup> / <sub>8</sub> 16 <sup>3</sup> / <sub>2</sub> Comset x 14 <sup>3</sup> / <sub>9</sub> 6 <sup>5</sup> / <sub>8</sub> Comstock 715. 48 Colors x	# 0.96 0.17 # 1.09	21 25 01 57 16 08 28 16 6 6 1.6 25 28	12 46 }z 50 22 /c 10 11 lg 86 69 la	45/4 21/4 11/4 68/4	22,16 111 <sub>8</sub> 55%	444
with you	stay	ANKFI in touc imenta	<b>h</b> -	of the	251 <sub>2</sub> 201 <sub>4</sub> Counset! 241 <sub>4</sub> 21 Consest! 73 681 <sub>4</sub> Couse! 6 321 <sub>8</sub> 27 Couse! 6 741 <sub>2</sub> 68 Core Bill	66 1.52 1.32 5 465 2.10 7 5.00	6.9 13 5.7 13 6.3 5.7 11 25 6.9	83 224 27 23/2 20 11/3 19 314 6 73	21 % 23 % 73 30 % 73 4	22½ 23½ 73 31¼ 72¼	-4 -4 -14
	I				50, 47 % Caribi x 60, 47 % Caribi x 40% 24 % Caribi x 43 % 30% Caraco 61 55% Cigy 41	1.94 1.68 9 0.50	3.3 18 22 26 19 3 30 15 12 19 56	72 58 <u>%</u> 46 u60 <u>%</u> 08 374	55 2 55 3 35 4 48	50.16 50.16	+11
FIN	ANC	IAL 7	TIMES		81 55-4 CBBY 4.11 101-2 93 CBBY 7.4: 16-3, 14-3; Court Hist 97s, 93-1 Court H Pl 30 15-7; Coupt Cod	0.29 132	7.4 1.6	20 101 20 16 <sup>1</sup> 2 20 6 <sup>1</sup> 3	181 16 <sup>1</sup> 2 93	161 16 <sup>1</sup> 2	
					•						

.D-	50½ 31½ General Co 0.50 1.0 12 110 650½ 45¾ 50¼ +1 22½ 18¼ Geobrat 14 453 18½ 18¼ 10½ ¾ 28½ 11½ General Mart 15 5011 28½ 27½ 27% → 525 53% General Co 44 0.5 12 1498 62% 78¾ 67% 49%
25 <sup>1</sup> 4 22 <sup>7</sup> 6 DFL HAD\$ 1.36 5.8 13 765 24 <sup>7</sup> 6 24 <sup>1</sup> 4 24 <sup>7</sup> 6 42 22 <sup>3</sup> 75 Delles Senx 0.14 0.4 23 1024 38 <sup>2</sup> 6 38 <sup>5</sup> 8 38 <sup>5</sup> 8 38 <sup>5</sup> 8 12 48 <sup>1</sup> 4 30 <sup>5</sup> 8 Dona\$ 1.00 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 46 <sup>3</sup> 8 46 <sup>3</sup> 8 1.60 2.3 12 2348 46 <sup>3</sup> 8 1.3 12 2348 46 <sup>3</sup> 8 1.3 12 12 12 12 12 12 12 12 12 12 12 12 12	48 <sup>1</sup> 2 35 <sup>1</sup> 2 Serien 1.10 2.4 10 2820 45 <sup>2</sup> 3 44 <sup>2</sup> 1 45 + <sup>1</sup> 2 45 + <sup>1</sup> 2 45 <sup>2</sup> 4 49 <sup>1</sup> 1 Genera 1.12 1.7 2167 56 <sup>1</sup> 4 64 <sup>1</sup> 2 64 <sup>1</sup> 5 + <sup>1</sup> 4 10 <sup>1</sup> 4 51 <sup>2</sup> 5 Solisatusk 41 40 9 <sup>1</sup> 2 9 9 <sup>1</sup> 2 + <sup>1</sup> 4
552 39 Descript Co 0.10 0.2 23 325 545 547 547 444 116 21 12 Descript 0.10 1.0 27 233 114 176 176 446 1012 94 0.00 0.8 2881 106 107 107 107 107 107 107 107 107 107 107	63 <sup>3</sup> <sub>4</sub> 44 <sup>3</sup> <sub>2</sub> Grassiff 0.58 0.9 58 5964 165 <sup>3</sup> <sub>2</sub> 61 <sup>3</sup> <sub>4</sub> 64 <sup>3</sup> <sub>2</sub> 42 <sup>3</sup> <sub>5</sub> 93 <sup>3</sup> <sub>4</sub> 70 <sup>3</sup> 2 GrageW x 1.00 1.1 22 436 95 <sup>3</sup> <sub>4</sub> 83 <sup>3</sup> <sub>4</sub> 85 <sup>3</sup> <sub>6</sub> 41 <sup>3</sup> <sub>5</sub> 11 <sup>3</sup> 6 9 Grassics 1142 15 <sup>3</sup> 4 15 <sup>3</sup> 6 15 <sup>3</sup> 2 - <sup>3</sup> 6
3/2 72 Desimpoint 1 121 2/2 2/2 2/2 2/2 4/8 64/2 3574 Desimpoint 0.54 1.0 24 3842 61/4 66/5 61/2 4/8 1/8 1/9 1/2 1/9 1/9 1/9 1/9 1/9 1/9 1/9 1/9 1/9 1/9	42 <sup>1</sup> 4 290 Met x 1.12 3.0 590 37 <sup>1</sup> 2 37 37 <sup>1</sup> 2 22 <sup>1</sup> 4 23 <sup>1</sup> 4 23 <sup>1</sup> 4 23 <sup>1</sup> 5 23 <sup>1</sup> 7 23 23 23 23 23 23 23 23 23 23 23 23 23
912 813 Decritique I 0.50 1.2 322 813 815 815 815 815 815 815 815 815 815 815	25 4 22 3 Green Mar P 2.12 0.5 12 111 25 4 24 3 24 3 4 4 4 4 4 5 4 6 6 6 7 1 1 1 1 2 5 4 2 5 4 5 4 5 6 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
203 163 Dommet 1.54 86 11 350 18 1713 1713 16 1004 894 Depart 2 0.20 0.5 1 5340 893 8713 884 14 0 54 Dommeted 728 513 54 54 14	15% 11% 64000 14 GH 14% 14% 14% 14% 14% 16% 16% 16% 12% Grown Spr. 0.11 12 165 14% 14% 14% 14% 14% 14% 14% 14% 14% 14%
40/2 283, Dectar Crp 0.96 2.4 17 493 397 39 3912 + 2 3312 2512 Diss Prods : 0.48 1.6 21 35 303; 303; 307; -4	931-2 535-3 CaldensCo 0.18 0.1 40 2290 875-3 65-3 875-1-1-1 27 174-4 Gallord M.x. 0.44 0.8 11 870 214, 214-2 214, +-1
861, 863, Clamachtor 0.29 0.3 50 1132 9012 883, 8812 -216 2712 44, Charactor 20 47, 647, 448, 555, 28 Debotot 0.50 1.8 30 1170 4816 4814 4812 +16 4812 25 Okyat 25 Okyat 0.50 1.8 30 1170 4816 4814 487, 487, +13, 4812 4814 487, 487, +13, 4812 4814 487, 487, +13, 4812 4814 487, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4814 4817, 487, +13, 4812 4814 4817, 487, +13, 4812 4814 4814 4817, 487, +13, 4812 4814 4814 4817, 4812 4814 4814 4817, 4812 4814 4814 4817, 4812 4814 4814 4814 4814 4814 4814 4814	- H - 28½ 15½ Hx 1ei ADR 0.50 4.0 20 2056 24½ 24½ 24½ 24½ - ½
00 2 20 000 0.16 0.4 10 2885 38% 38% 38% 38% 38% 38% 38% 38% 38% 38%	181 <sub>g</sub> 10 HRE Props 1.20 7.1 11 40 161 <sub>g</sub> 171 <sub>g</sub> 161 <sub>g</sub> 461 <sub>g</sub> 261 <sub>g</sub> teatur 0.50 1.1 31 10375 451 <sub>g</sub> 461 <sub>g</sub> 49 - 201 <sub>g</sub> 151 <sub>g</sub> Hambur 0.50 1.1 31 10375 451 <sub>g</sub> 461 <sub>g</sub> 49 - 201 <sub>g</sub> 151 <sub>g</sub> Hambur 0.32 2.7 19 50 121 <sub>g</sub> 111 <sub>g</sub> 111 <sub>g</sub> + 111 <sub>g</sub> 11
414 334 Domines 2 258 7.1 13 1840 381 351 361 361 42 10 11 Domine Inc. 0.14 1.9 5 38 64 65 65 65 4 434 305 Dominison 0.36 0.8 22 340 434 424 434 434 444	15% 14% Hoock Inc 1.20 7.8 20 38 15% 15% 15% +/ 21% 19% Hoock Inc 1.59 7.8 27 100 20% 20% 20% 20% +/ 25, 5% Kandeman 36 1725 6% 8% 6% -/
73½ 48½ Down 0.58 1.0 18 2117 70¼ 69¾ 69½ +½ 1 95½ 75½ Dow Co 3.48 3.7 11 4419 95½ 93½ 64½ +½ 45½ 33½ Downles 2 0.20 2.2 25 1660 42½ 41½ 42½ +½	16%, 15%, 18mm/ Harm 0.24 1.3 0 548 19½ 19 19 19 18 13 19% Hanna 5 0.42 1.5 18 924 55%, 25%, 25% 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
217, 281, 2012 1.36 4.3 12 2003 211, 211, 211, 211, 41, 144, 63, Dramo 17 777 111, 107, 111, 111, 111, 111, 11	
1012 94, Deten Fo 5 065 0.5 225 102, 1012 106, 1019 106, 1019 107, 107, 107, 107, 107, 107, 107, 107,	227, 15% Harmatien 29 2002 21 20 21 -2 921, 571, Harma 1.52 1.8 15 1523 631, 62 621, -11 46 331, Harma 0.80 1.8 17 201 441, 431, 441, +1
95\g 18\st December 220 134 32\g 32\g 32\g 32\g 32\g 56\g 18\st December 220 141 15 5907 49\g^2 48\g 48\g 48\g 4\g 48\g 48\g 48\g 48\g	22½ 25½ Harteinies 0.50 0.5 22 320 31½ 21½ 31½ 32 85½ 84½ 105°15 1.50 19 1587 85½ 84½ 85½ +5 56 44 Hartistan 2.40 4.5 10 175 85½ 83½ 53½ 32 1874 5 Hartman 0.50 0.8 11 218 7½ 7½ 7½ 4½ 1474 13½ Hartman 1.11 0.8 51 14½ 14½ 14½ 14½ 20½ 37½ hartman 1.28 51 14½ 14½ 14½ 14½
6912 462 Dupt 41 205 61 20 3842 3042 3042 3042 2042 25 Dupt 41 205 66 2 2842 2842 2842 2842 2842 2842 2842	265 117 HithRot 1.44 7.8 15 1544 183 184 184
21 2 28 Dunit 4.2 2.10 6.1 20 u.11 2 31 2 21 2 15 10 18 15 15 15 15 15 15 15 15 15 15 15 15 15	21-1/2 1152 Horisource 20 2113/2113/2113/213/2 2012 1734 Headhath 31 5154 2534 2534 2436 -1 734 412 Headhath 942 534 535 536 +1
55 28 Dynatech 3 38 20 38 -18	47[2 35]4 Helmz 1,16 2.8 34 6373 44]6 43]1 44]4 4]6 66]3 41]2 HelmiPh 0.52 0.8 20 621 67]4 66]4 66]4 66]4 54]6 21]1 Horsten 100 19 15 MR4 52]2 52]2 52]3 4]
- E - 8% 3½ ECC Intl 211 4½ 3% 3½ - 1- 242 18½ ESAG 3× 056 27 36 1615 21 28 20½ + 1-2	58% 42% Hoshey 0.88 1.5 30 9764 57½ 53% 37% +4% 71% 48% HosePac 0.56 0.8 2617917 682 68% 68% 68% 71 15% Hosepa 33 1693 52% 25% 57% 47% +1% 15% 15% 15% 15% 15% 15% 15% 15% 15% 1
0 14 6A bats 1409 514 516 554 433 39,2 217 6a bats 1 200 0.5 34 351 362 374 38 414 195 164 534 185 1 215 196 197 194 195 374 375 375 375 375 375 375 375 375 375 375	15.5 123 Historia Ax 0.32 22 16 1141 145 143 143 143 44 84 74 H Yelec 0.73 9.1 67 75 75 75 76 93 93 93 93 93 93 93 244 175 Hajadias 20 23 23 23 24 14
8412 5014 EastCh. 176 2.0 14 841 5912 5914 5914 +1e 9414 65 Exada 176 2.7 2816807 66 66416 6514 -1e 9114 6714 Eaton 1 176 2.8 17 1475 8814 6716 875e +1e	17 <sup>1</sup> 4 12 <sup>2</sup> 5 Hilling LH 0.62 3.5 17 60 18 <sup>1</sup> 2 18 <sup>1</sup> 6 16 <sup>1</sup> 2 + 16 <sup>1</sup> 4 40 <sup>1</sup> 5 35 <sup>1</sup> 2 Hilling 1 0.66 1.5 20 927 44 <sup>1</sup> 6 44 <sup>1</sup> 2 44 <sup>1</sup> 2 42 32 <sup>1</sup> 5 24 Hilling 1 0.32 1.0 33 3667 21 30 <sup>1</sup> 6 30 <sup>1</sup> 6 4
48% 36% Kodeb\$ 064 1.4 23 933 4614 4512 4513 +16 2% 6 Besen Bro 2614 19% Besentet 100 39 16 4737 22572 2518 2513 +12	1175 86 Hisacis 0.79 0.7 54 76 112 4 1115 1124 550 2.2 hisacis 0.20 0.4 351994 494 403 494 44 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
64, 37, Biop Group 393 512 513 576 +16 5012 30 Bart ADA 2558 4712 4534 4534 -112 20 2013 Peop Crem x 0.28 1.0 23 92 304 3832 294 +2	85, 52 Homeson 12 14 4 481 14 14 14 14 14 14 14 14 14 14 14 14 14
49-1 37 EDS 0.00 1.7 2330361 37 2 96 36 2 13 57 4 445 EMpart 103 1.9 21 851 544 532 54 9 14 94 6 Boucht 47 160 66 66 62 66 54 374 EMC 28 77 78 57 512 52 2 16	28 <sup>1</sup> 2 23 <sup>1</sup> 3 Harmet x
11½ 7½ EngGerm# 0.02 0.2 240 10½ 10¼ 10¾ 10¾ 80½ 45 Examel 1.00 1.8 24 8415 60½ 50½ 50½ 50½ 50½ 71½ 6½ Engm0.475 0.47 6.9 21 6¾ 0½ 0.0% 10¾ 19½ 15¾ Engm0.105 1.20 7.9 1.4 84 17½ 16¾ 17½ 17½ 17½ 17½ 17½ 17½ 17½ 17½ 17½ 17½	361 267 Houghing Mr. 0.50 1.4 24 881 uS7 352 363 +1 130 785 Histol 1.56 1.3 20 2254 121 1192 1202 +1 28 127 Homel v 0.16 0.9 41 8 175 176 175 +1
18% 13% EmpressICA 0.08 0.5 21 22% 18 17% 17\(\bar{1}\) \(\bar{1}\) \(\bar{1}\	214 14 Hodoon Febs 0 88 0.5 51 217 195 182 183 185 1 152 124 Hody Corp 0.34 2.3 21 89 142 147 142 +/ 28 202 Noghes Supx 0.30 12 12 206 28 252 252 +/
5412 2376 Engrands 57 891 5056 4832 4976 4176 2374 1856 Engrad 0.40 1.9 19 2942 2276 2176 2176 1159 812 Engs 80sn 0 62 6.6 13 291 936 632 839 476	25 17% Hairona. 4510 244, 234, 237, 4, 214, 163, Hari Huji C 0.36 19 50 60 204, 26 204, 4, 26 204, 4, 26 204, 4, 27 47, 47, 47, 10, 3 Hyporton 0.20 9.4 187 9%, 9%, 9%,
24% 21% 5mm 1.56 6.6 12 7184 23% 23% 23% 454 25% 5mm 0.50 24 7861 37% 36% 36% 1.56 37 11% 5mm 0.66 0.12 0.5 31 583 33% 22% 22% 22% 26% 22% 25% 25% 53 61 61% -1%	-1-
25½ 22½ 54000% 1 1.50 1.1 1014911 25½ 25½ 25½ 25½ 15 14 510 8689 20 11 6 6 7 1½ 6 7 1½ 6 7 2 23½ 56000 0.35 1.1 21 1868 30½ 30½ 30½ 30½ 40½ 42½ 25½ 56000 0.30 0.5 21 4663 30½ 30½ 30½ 30½ 12 1½	26 22½ BP loc 0.10 0.4 17 1859 22½ 22½ 22½ 13½ 13½ 9½ 27% 22½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13
324, 21% Equatable 1 18 30 27 577 30% 29% 30 +12 31% 25% Equitable 18 10 27 514 30% 31% 31% 37% 39% Elesada 0.34 07 34 2059 40 46% 47 11%	276 1 14 (CF Na 31 66 2 10 2 12 2 12 13 33 32 26 14 14 15 15 16 15 14 2 16 32 14 15 15 15 16 16 16 16 16 16 16 16 16 16 16 16 16
18 1, 8 1, 1	33 <sup>1</sup> 2 29 <sup>1</sup> 2 8Pe4 42 221 6.6 20 433 <sup>1</sup> 2 33 <sup>1</sup> 2 33 <sup>1</sup> 2 32 27 <sup>2</sup> 1 8 Pe4.06 2.04 0.7 3 30 <sup>2</sup> 1 30 <sup>2</sup> 2 30 <sup>2</sup> 1 -1 <sup>1</sup> 32 <sup>1</sup> 2 26 8 Pe4.2 2.10 6.6 20 32 32 32 32
581, 367, End# 1.28 2.3 9 631 341, 541, 541, 541, 655, 463, Ensure 164 26 1930306 567, 811, 63 +7,	37% 301; BORNES 8.92 2.6 15 370 38 35% 35% 4 48.472 BPMFFPA 3.00 6.3 25 474 474 474 77% 201; BBMP 124 54 9 345 22% 22% 22% 7 77% 4547 2.18 31 21 4967 71% 70% 71% 71%
- F - 11½ 9½ FALISZU 6 78 20 9½ 9½ 9½	21% 21% Invator 30 657 25% 24% 25% 44% 25% 457 21% Invator 21% Invator 0.32 0.9 15 9033 33% 33% 457 25% 457 25% 458 0.00 15 9033 30% 33% 33% 457 25% 458 0.00 15 905 15 90
15% 14 FT Dearth 1 00 7.2 30 15% 15% 15% 15% 15% 15% 15% 15% 15% 15%	16 4 15 5 BA hrest 1.24 1.5 30 10 2 16 16 16 2 17 26 26 26 16 2 12 12 12 12 12 12 12 12 12 12 12 12 1
17 g 64 Farantec 13 277 74 75 15 15 45 13 14 15 15 15 15 15 15 15 15 15 15 15 15 15	12½ 9½ hodrádů 9 1 60½ 41½ hograd 0.90 14 17 4229 63 62 63½ 2 27% 18% hodrád 0.90 0.9 13 652 22½ 22 22% 4 24½ 13½ hodrádu 99 1639 22½ 22½ 4 24½ 13½ hodrádu 99 1639 22½ 22½ 22½ 4
65 55 Featiers 0.50 1.3 14 250 65 05 55 76 66 25	18½ 16½ mgShiph   0.25 1.5 27 19 18½ 16½ 16½ 16½ 6   6½ 3½ mgshiph   61 4½ 1 1½ + 1   16½ 16½ mgshiph   1.32 8.1   66 16½ 18½ 16¾ 1
267 <sub>8</sub> 28 Ferro Corp. 0.62 1.7 283 37 <sub>6</sub> 381 <sub>2</sub> 37 <sub>16</sub> + 7 <sub>6</sub> 261 <sub>2</sub> 151 <sub>8</sub> RedOten 997 261 <sub>4</sub> 251 <sub>2</sub> 261 <sub>6</sub> + 11 <sub>6</sub> 27 261 <sub>4</sub> 2	109 64, 6M 2 0.80 0.8 163829 196 2 103 103 4 - 2/ 34 3 15 4 m m 8 50 273 34 3 34 3 34 3 53 4 8 m m 14 27 36 1301 52 4 51 5 52 4 4
56 2 38 4 FAMBA 1.25 2.4 10 1241 374 514 524 + 4 16 10 FSB SAM 32 5 157, 157, 157, 157, 157, 157, 157, 15	61 385 km/km 1 100 1.7 10335 572 555 572 +16 474, 215 intpub 0.52 11 75 2302 w477, 457, 452 +1 485 333 interna 0.73 10 9 208 401, 335 401, +5
78 2 50 2 FCM8D 1.80 2.1 16 767 27 2 14 2 75 14 4 2 75 14 4 6 7 21 4 F3D1 0.08 0.5 3011900 427 117 127 2 16 20 137 FM3 FM 0.21 1.1 330 19 2 19 2 19 2 16 16 16 16 12 2 16 18 18 18 18 12 2 16 18 18 18 18 18 18 18 18 18 18 18 18 18	24 1 13 2 minositum v 0 10 0 7 1
50% 36% Pathinin 1.20 27 1411274 47% 41 47% 41 47% 41 11% F511180 114 32 31 1270 139 13% 13% 13% 13 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 17 147 14	21   3   10 7g ini Anect
180 27 15 250 014 15 15 15 15 15 15 15 15 15 15 15 15 15	23 26 <sup>1</sup> / <sub>2</sub> tpaice Ent 1.00 3.1 15 132 32 <sup>1</sup> / <sub>2</sub> 32 <sup>1</sup> / <sub>3</sub> 32 <sup>1</sup> / <sub>3</sub> 4 <sup>1</sup> 16 <sup>1</sup> / <sub>4</sub> 14 Msh lawe 0.22 1.3 52 16 <sup>1</sup> / <sub>3</sub> 16 <sup>1</sup> / <sub>2</sub> 16 <sup>1</sup> / <sub>3</sub> 1. 19 11 <sup>5</sup> / <sub>2</sub> bouncuts 18 379 v19 <sup>1</sup> / <sub>4</sub> 19 19 <sup>1</sup> / <sub>2</sub> +
18½ 11½ Florens 044 26 23 1300 17½ 10½ 17½ +4 59½ 42½ Florens 0.70 13 23 253 53½ 52 5½ 1½ 75½ 46½ Flore 0.76 12 27 57/4 60½ 00 60½ +1 80½ 56½ Florens 15 1210 u69 66½ 68½ +2½	1012 6시 Esh Fund 0.24 2.8 100 9년 6년
21% 1912 Featur 170 21 20% 25% -% 42% 30% Fourts 1.58 4.1 022517 41% 40% 41% -% 18 Fourts 0.75 0.4 119 6% 6% 6% 6% 38 30% Fourts 0.75 0.4 119 6% 6% 38 30% Fourts 0.76 22 13 4801 35% 35 35% +% 48% 35% Fourte 0.04 19 35 735 45% 44% 45% -%	- J - 00 48 <sup>1</sup> 4 J Siner PF 3.38 57 87 u59 <sup>3</sup> 4 59 <sup>3</sup> 4 59 <sup>3</sup> 8 +1 <sup>1</sup>
11% 18% France Gra 0.20 01 175 10% 10% 10%	12 Ja 95g Jackpot En 032 29 12 181 1012 163, 1012 44 305g 23 Jackpot Eng 19 772 30 Jg 30 Jg 30 Jg 10 Jg 6 Jg Jackpot Eng 19 772 30 Jg 30 J
5612 4412 Freids 0.36 0.5 25 2025 7912 7814 7814 16 3715 2214 Freidsteyer 24 396 5514 54 3474 76 16 314 February 0.10 1.6 22 53 814 814 814 714	1 196 100 2 JrsyP7 88 7.00 7.5 20 1096 100 108 21 4 10 2 J.Clard 0.02 02 8 976 11 4 11 4 11 4 11 4 1 4 1 4 1 4 1 4 1
84, 31- Frithers 0.18 10 22 100 8,6 6,8 9,4 -16 327 26,7 Freshoot 0.20 1.1 44 776 32 31,6 31,6 +16 33,2 25- Friedrick 0.50 32 22 524 2873 2876 2876 16 3472 25- Friedrick 0.50 3.0 22 2880 30,6 2876 30,6 +16 43,2 25- Friedrick 0.50 1.8 11 463 3876 37,6 37,6 37,6 37,6 37,6 37,6 37,6 37	6% 484 JEPS 1 848 15 24.8837 59% 37% 56% 6 6 5% 5%
234, 1549 Route 0.87 4.1 31 2210 214 224 224 215 414 42 424 225 Frontoon 14 7703 2842 254 254 456 1164 1164 2 94 Folkment 0.00 0.8 27 189 1054 1166 418	
25 18-k Rugus Ent 13 29 21 21 21 - 14 31 2 20 Feson 0.24 04 113 31 & 21 & 21 & - 14	- K - 37 2 25 2 10.84 0 01ch x 0 25 1 0 623 25 2 35 38 4 - 1 43 4 36 2 100 15 25 2 1 1 1 1 1 2 4 1 1 2 4 1 1 3
- G - 65½ 47½ 5573 154 31 12 1741 35% 57% 55% - %	31}2714 Kanesto Pix 12 21 214, 3054 3054 11 012 Kanesto Sv 0.90 8.7 19 1034 1034 1034 1034 144 4.2 444 145 145 145 145 145 145 145 145 145
1 9 ½ 3½ GRC Ind 245 5 9 5 2 5 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	234, 274; Remorp   1.62   9.5   28   111   264, 264, 264, 171; 154; Remorp   46, 161, 161   261   161; 164; 164, 164, 434, Remoration   0.40   0.5   10   627   71, 754, 754, 754, 164, 464, 474, 164, 484, 184, 484, 184, 184, 184, 184, 18
77 2 24 3 6 Minister 2223 25 2 25 3 25 4 25 3 4 3 4 3 4 4 2 3 4 3 5 1 1 52 3 4 3 3 4 3 4 4 3 1 5 1 8 1 5 2 5 3 5 5 5 4 5 6 4 3 6 4 4 4 4 5 1 8 1 5 2 5 3 5 5 5 5 4 5 6 6 4 4 4 4 5 1 8 1 5 2 5 3 5 5 5 5 5 6 5 6 6 6 6 6 6 6 6 6 6 6	22½ 12½ KautnanSBr 0.30 1.5 10 503 20½ 10½ 20% + 64½ 41½ Kaydon 0.58 0.9 10 274 61½ 61% 61% 61%
45 29 Saptinc 0 30 07 26 S218 44 4 45 45 44 4 4 4 4 4 4 4 4 4 4 4 4	36 <sup>1</sup> 2 19 <sup>5</sup> 8 Keftanood 0.64 2.0 10 202 32 <sup>1</sup> 2 32 <sup>1</sup> 6 32 <sup>1</sup> 6 - 11 <sup>1</sup> 6 10 Kerep blufter 0.67 0.1 96 10 <sup>1</sup> 1 10 <sup>1</sup> 1 10 <sup>1</sup> 1 10 <sup>1</sup> 1 +

16 TOTAL THE TOTAL THE TATE OF THE PROPERTY OF TH 

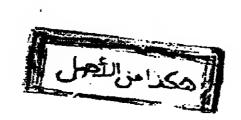
91<sub>8</sub> 11<sub>8</sub> 0 H M Cry

221<sub>4</sub> 187<sub>4</sub> Clark India
221 187<sub>5</sub> Clark Conder
225<sub>7</sub> 211<sub>4</sub> Conder
221<sub>7</sub> 137<sub>6</sub> Critical
221<sub>7</sub> 137<sub>6</sub> Chalcid
221<sub>7</sub> 137<sub>6</sub> Chalcid
221<sub>7</sub> 137<sub>6</sub> Chalcid
221<sub>7</sub> 137<sub>6</sub> Chalcid
221<sub>7</sub> Ch 1.00 4.9 10 5825 35 244
1.50 6.8 10 1426 244 213
1.50 6.8 10 1426 224 213
1.50 6.8 10 1426 224 213
1.50 6.8 10 1426 224 213
1.50 6.8 10 1426 224 213
1.50 6.8 10 1426 224 254
1.50 7.8 14 222 454 454
1.50 1.5 12 1977 351 351
1.50 1.5 12 1977 351 351
1.50 1.5 12 1977 351 351
1.50 1.5 12 1978 351 351
1.50 1.5 12 125 145 324
1.50 1.5 15 224 254 454
1.50 1.5 12 25 454 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 12 25 454
1.50 1.5 15 15 15 15
1.50 1.5 15 15 15 15
1.50 1.5 15 15 15 15
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1.50 1.50 1.50 1.50
1 671-2 487-2 POS lax x
101-2 121-2 PS GROUP
111-2 PS GROUP
117-2 111-3 PS SCORP
127-4 407-4 PS SCORP
127-4 407-4 PS SCORP
127-4 407-4 PS SCORP
127-4 407-4 PS SCORP
127-4 PS SCORP
127-5 PS

0.00 0.4 92 174 714 174 174 174 1.4 174 1.4 12 21 100 75 474 175 1.4 175 1.4 175 1.4 175 1.5 27 100 75 1.4 175 大林 李 李二 大田 

The state of the s

the edge over Le every workin



#### FINANCIAL TIMES TUESDAY AUGUST 12 1997 \*

SDAY AUGUST DE

Cherry Co.

Selection Co.

Selection

NYSE	PRI	<b>IÇES</b>

#### NATIONAL MARKET

4 gan chan August 11	NYSE PRICES	
The continued fracts provident page   12   12   12   12   12   12   12   1	The color   The	1987   1988   1989
201 23 Section 1 010 0.4 15 108 271-2 271-2 271-2 1-1-	16   10   10   10   10   10   10   11	141 131 Vesteur 1.08 7.7 0 30 141 14 14 14 15 191 145 Westeur 1.02 1.8 19 1043 187 1712 1715 17 17 18 191 145 West 187 17 18 191 145 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 17 18 19 1043 187 18 19 1043 187 18 19 1043 18 19 19 19 19 19 19 19 19 19 19 19 19 19
Solid   17   Specific   Specifi	SSI-1   SSI-1   TORNING   SSI-1   SS	66% 35% Withman and 0.00 17 2 34 41% 45% 41% 45% 55% 55% 54% Withman and 0.00 17 2 34 41% 45% 45% 45% 55% 55% 54% Withman and 0.00 17 2 34 41% 45% 45% 45% 55% 55% 54% 55% 55% 55% 55
544, 614 Shringhad 1.32 2.8 10 557 4652 4654 4654 +14 524 534 534 534 546 547 4654 6454 6454 6454 6454 6454	30°g 21°4 7 min Dies x 0.78 28 10 24 23°4 23 29°4 4-\$ 25. 1°1 Tyler 277 28 10 27 24 25 24 4-\$  15°5 9 19°S 20 62 15°4 14°5 15°4 34°4 23°5 23°4 24°4 34°5 34°4 23°5 15°5 10°5 10°5 10°5 10°5 10°5 10°5 10	### Manning   1.00   2.9   2.5   1.06   2.5   3.6   3.5   3.5   3.7   3.5   3.7   3.5   3.7   3.5   3.7   3.5   3.7   3.5   3.7   3.5   3.7   3.5   3.5   3.7   3.5   3.7   3.5   3.5   3.7   3.5   3.5   3.7   3.5   3.5   3.7   3.5   3.
544 413 Sentential 1.10 9.2 25 22 1114 1132 1134 1134 1134 1134 1134 1	23-3 23-5 Universit  10.18-3 Unoversit  10.18-3 Unoversit  10.18-3 Unoversit  10.18-3 Unoversit  10.18-3 Unoversit  10.18-3 Unoversit  10.18-3 Universit  10.18-3 Universit  10.21 0.7 14 03 27-1 23-3 23-3 -1 22-3 12-3 12-3 12-3 12-3	Prior data seposed by Deat, part of FT information  Tently hights and loses for MYSE reduct the partod from Jun 1 1997.  Whites enhancing colour, cases of dictional are according,  district systematics. The prior according is considered,  district yearly lost. PRE prior-surrage radio, also passes, to-new yearly  light, a-se-sheldcare or en-rights, yea-yeal, a-series in hall.  E. FT Free Annual Reports Service  You can obtain the current arrural reports and if a-valishie  quantity's reports of any componion on the US exchanges with  a. # symbol. To order reports ring findernational According  a. # symbol. To order reports ring findernational According to the companion whose  reports you want and but your request to (informational According day,  subject to availability. You can also order orders at http://  wwww.lcbinc.com/tqi-bin/ft.
	AMEX PRICES	4 pro class August 11
F/ Size   Sincik   Div.   E 100s   High   Low Gione Ching   Sincik   Div.   Coxed Fish   1	PV Site F 100s High Low Claus Ching Stock Disc E 100s High Low Claus Ching Stock Disc E 100s High Low 12 20 67g 67g Heating 6 0.32 17 2674 2974 2974	W Clase Charg Shock Dir. E 100s Fight Low Class Charg 22 <sup>1</sup> 4 -1 hy Trus 0.84 20 3974 48 <sup>1</sup> / <sub>2</sub> 4 47 <sup>1</sup> / <sub>2</sub> 47 <sup>2</sup> / <sub>2</sub>
Ambersis 141 15 1 15 1 15 1 15 1 15 1 15 1 15 1	1363   5½ 5½ 5½ 5½ 15½ 162 183 17 162 183 163 163 163 163 163 163 163 163 163 16	1 11 -12 S.W Corp v 2.28 34 25 55 <sup>1</sup> 2 53 <sup>1</sup> 2 54 <sup>1</sup> 2 2 9 % -12    Tab Produ 0.20 13 124 10 <sup>1</sup> 4 10 10 <sup>1</sup> 4 +2    Tabloam 0.42 62 20 38 38 38 38    Thermotics 16 1008 16 % 10 16 % +2    Thermotics 25 467 35 <sup>1</sup> 4 35 <sup>1</sup> 5 35 <sup>1</sup> 8 -5    TownCoty 0 160 3 % 18 3 +3 3 +3    TownCoty 0 160 3 % 18 3 +3 3

				_	<u>'</u>	• •	٠.				-	71	1	=>	<u>K</u>	<u>PRI</u>	<u>C</u>	E	3	<u> </u>							4 p	o de	a Aug	ust 17
		<u>.</u>					•			. Pr	Site							7/	-							P/ S	4			
			300		2			Stock	· Div			High	Low	Close	Chag	Stock				15gb	Low	Close	Chec	Stock	Dir.			La	Class	Chor
Sinck	Div.	E 1	004				Chag	Coacd Fb			20	_	6%		-	Hashro 6				2914			-1	NY TIES				-		+12
Adv Mago	1	180	17	11	16%	11	1	CrosuAT /	-										100	13	13	13		NAR			6 19			
Akroud		5 .	5		93		4	Grown G																1		_				
Alla inc		R	20	1,			. •		_				1829			Helco				261		- 20	+1	Pegasus G		48 134		5 4		
Alpha Ind		-	5472			14%	مان	Crown C	_	16			1812			Health	1	10		18 <sup>1</sup> 2		1012	-1,	Perke			8 81		B (	
	120		-5			. 17		Cabic	. 0.3	21			2913			HycananA			62	71,	64	7	+16	PMC	1.26	11 8	3 14	¢ 1	4 14	-18
Amdabi		_	340			1112		Cyber			66	.11	10f2	10	-4	1								1						
Ambot &						15.	٠.									tostronCo		17		183	101.	462	.1-	Shown@rad			0 273	L 273	273	
Amost-AmA			30			.5%	1	DLinds			1363	£13	552	e13		Int. Come	W.10			5/2			7			•	-	-		
	2.00	6				234			:	٠.	1000	-15	3-8	-16																
Astrotech		19				22		· :		٠.						plemagn				113				SJW Corp v	2.20	34 2	5 55	2 534	547	!
Audiov: A			625				-	Eastn Co	0.46	18	.5	14%	14%	143		Ivax		2	49	3/5	815	9,4	-16							
AutoToteA			138			1.		Echo Bay		. • :	3014	5.7	514	57	+1									Tab Produ	~~		4 401		D 10 <sup>1</sup> e	
AMMEDER			5	24			J,	Ecol En A					830			Jan Bell	,	<b>81</b>	129	27	23.	2,7	4					•		
ANNUAL TEN	•		. "	47				Ediato Re					93,			JTS Com			000	H	11	3	•	TotaDean			0 3		3	
								EntoF6	281						+24e	Kinerk Co				514				Thermedes		18 100			1616	
B&H Coste		18	2	47	45	42	+	Come.	LO	٠.	. 32	-	207	30-4	727	Kocato								Thermoins		25 46				
BadgerMir (	180	25	44	40	3/4	40	+111										U4G	4	205	20,	20	20	-34	TOPPICA	1	47 10				
Bith T A.			20	8		3		Feb Inde	0.70	20	. 2	22	327	3214	-16									TownCatry					à	
BATadra (	1.66	91	115			1614	+	FIRMA .	12	13.	30	85%	85%	85%		Labarge	0.08	25	369	<b>6</b> 1-2	8	61.	+74	Thatas Mex		135	3 16,	18	181	-7
Seard			0			5	٠,	Forest La			840	45%	44.7	44%	-14	Lynch Co		67	2	21	91		-1							
Bloks Man (	1.40		8	454	4334	43-4	7	Frequence	0.00	19	102	19%	1810	19.2				•	_					UtoFoodsA		<b>.</b>		. 75	-	
Blo-Red A		14	56	27%	271	27 2	-4			•	•					1								UldFoodsB		32 Z			25	
Bountar :	1.00	12	30	212	27	2.7		l								Maccam				60 <sup>1</sup> 2		60	-34						23	
Source (	136	8	476	31 H	315	314,	+74	Garan	0.80	11.			.19			Media A	0.25	18	953	38 <sup>1</sup> e	35¦}	36		US Cedal		30 17	5 3	304	30}	- 14
								Getchelli							1	Miromedia		1,	267	1112	114	114	-14							
_								Glast FdA	x 0.7	28	1062	334	325	$2^{\circ}$	+4	Mind			20	101c	101e	101 <sub>4</sub>		VaconA		30	e enl	31.2	wil.	+16
Carstynu x (		18	В			- 48		Gath					185			Moog A		17	79	294	201-	20%	-14-	Vincenti					304	
ChfeChA# (			54			. 4		Goldfield							+1	MSR Exp			20	7			•	WEI	1,12				13	
Commen		19				27-8		-					26		-26				20			.8		41.51	412	AU Z	130	137	131	+4
Coop: cn						11 2																								
Computrac			10	14	14	-14	+la	Her(Cir			736	174	1,7	.1,4	+4	NeiPalDev		6	633	958	9	914	-5	Xyeura.		33	1 13	1 13	113	- 14
															-							_ •	•			-				-24
					_						_	_	_	_									_							_
								٠.			٠.																			
								٠.				٠.		:																
										-				••																
								and the same			• •			-	· ·															
																											-			

Have your FT hand delivered in

## The Netherlands.

Gain the edge over your competitors by having the Financial Times delivered to your home or office every working day. Hand delivery services are available for subscribers in all major cities throughout The Netherlands. Please call (020) 623 94 30 for more information.

Financial Times. World Business Newspaper.

N	ASDAQ
97 SNs Smeck DNs, E 2004 Right Low East Chap	## Stack
- A - ACC Corp 1011159 3412 23 3412 +114 Accolon 769 41 37 318 16	Drug Empe 46 245 4 Duratin 0.56 16 20 35
Action Op 37 1885 185 18 1814 16 Adented 4912717 4612 4412 4576 ADCTel 4814516 3412 3512 3412 1615	-E-
Associatin 0.37 40 x100 457; 457; 457; -17; Associa 0.20 1811509 41 387; 4014 +116 An Logic 6 20 7 47 7	EastEnview 929 20 ECI Tel: 0.20 21 2334 32
Adv Polym 256 8 <sup>1</sup> g 7 <sup>5</sup> g 6 <sup>1</sup> g Adv Totalo 27 1474 40 3612 23 <sup>1</sup> g +1 <sub>4</sub> Advant 044 21 2379 3514 34 361 <sub>2</sub> +5 <sub>8</sub>	
Advants 0.53 20 1318 257 23 33 334 +12 Advants 0.20 24 2881 314 31 31 -12 Advants 1.53 15 305 257 251 251 251 -12	Electaris 22 3665 32 Emocri Ass 622 44
#6840 x 0.88 15 249 27 26% 26% 26% 26% 26% 26% 26% 26% 26% 26%	France 1479 3
Althorn 2070 95 87 9 -5 Althorn 154 19 76 2112 2114 2112 +14	ErtesnB 0.29 4824083 46 Ethicl 205 5 Errers Sth 23 133
Alexandr 6 24 27g 27g 27g + 16 Alexandr 351003 21g 21g 21g Alexandr 422402 51g 52h 52h 52h - 212 Amerika 054 13 70 54h 54h 54h 54h	Example 66 6648 12  Example 827 6  Existration 68 280 23
Arricatory 8 223 123, 113g 12 -14 Arri Messeg 72 1352 241g 2314 2313 -7, Arri Softwa 103 1652 u107, 93g 107, +7,	Expedial 0.10 31 355 35 ExcerpAny 16 180 10
Ameria 0.72 15 3159 3472 3359 3416 +16	- F - Fati Grp 75 189 1
America 280 10 97 100 99 99  Arabword 2414462 2711 265 263 16  America 2127051 5711 563 5714 14  America 20 240 434 432 434 434	Farr Co 13 214 15 Fastenal 002 62 1732 56 Fitther 0.88 27 2220 53
America 240 434 432 434 436 Anelogic 0.20 24 65 39 377 38 Anelysis x 0.36 39 304 41 40 41 AnelogicAm 3.00 11 0 1034 104 104 1052 -14	Figure A 5 737 13
Andrew Cp 22 5453 20% 25% 26% +1% Apopee En 2010 21 189 21% 20% 21% +1%	PstSer a 068 10 2410 277 PstTerm 1.20 10 3055 52
Applet 355(113 92% 88% 39% 11% Applet 11579 26% 27% 27% 24% -2% Appletoes 0.07 19 2401 27% 27 27% +% After Dr 0.24 28 1157 23% 23 23 -3 8	Row Int 192 345 94 PuDay671 20 83 71
Arcest 0.24 14 117 114g 107g 107g 47g Argonaux 1.54 24 31% 31% 31% Areastor 824 10 9% 9/2 7%	FoodLA 013 16 2657 73 FoodLB 0.13 16 2396 73 FOREST 5341646 193
1 sminsh 420s 41, 115 11, . 7	
AST Rench 174 US.2 52 52 52 42 Adment 200 10 1603 012 6412 43 514 6214 Adment 2134681 38 3512 372 424	Fultonifin (0.68 10 151 267
Autosis 0.24 10850 445 42 437 -12	- G -
Augusta 13 185 22% 22% 22% .1g	G&A Serv 0.07 25 880 3 Garnes 6 357 2 Garnet Rs 40 3
-13 - 8 E I B 0.08 94 45 11 5 11 5 17 5 3 5 8 Batter J 0.06 97 5 2 6 6 8 5 7 5	Gent Bord 044 15 801 2 Gent Bord 044 15 801 2 Gentyte 11 217 141
Bowni, 8 x 0.40 11 25 19 <sup>3</sup> x 19 19 19 -1 BatyTF 1833 13 <sup>5</sup> x 13 13 <sup>3</sup> x + <sup>2</sup> x Sentec 12 270 24 <sup>3</sup> x 23 <sup>3</sup> x 23 <sup>3</sup> x - <sup>2</sup> x Bestweet 0.64 13 360 25 <sup>2</sup> x 26 <sup>3</sup> x 26 <sup>3</sup> x 26 <sup>3</sup> x - <sup>2</sup> x Bestweet 15 25 15 15 15 15 15 15 15 15 15 15 15 15 15	Certes inc 2012 53
Bankmenh 1.16 13 195 µ50 48 4812 .12 Banks Corp 0.48 18 449 29 2814 2858 +14	Genzyme-i 9316 281 Genzyme-i 9350
Beautif   0.60   313   30 29 <sup>1</sup> a 29 <sup>1</sup> a - 1a   Bay/reu-  0.32 27 402   25 25 <sup>1</sup> a 25 <sup>1</sup> a   BE Arro   34 1349 31 <sup>1</sup> a 31 <sup>3</sup> a 32 <sup>3</sup> a - 1a	Section 231 222 43 Similar 231 222 43 Similar 231 222 43
BeautiQue 0.42 10 158 55 55 55 55 45 41 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	Grantes Sys 0.66 14 295 1171; Grante 0.36 14 20 2
BHA Grp   0.12 18 140 1756 1752 1759     Blac   28   89 714 752 756 -12     Blager   3118964 3974 3775 3874 -13     Bonet x   0.11 21 3222   20 1952 1854 +15	Second 20 16 18 20 16 18 20 16 18 20 16 18 20 16 18 18 18 18 18 18 18 18 18 18 18 18 18
Block Ling 1.25119 476 4824 4534 4734 +12 BMC Sother 51 6825 6112 593g 603g BMC Sother 52 20 3014 1776 1774 +12	GrMY Svg. 0.20 25 82 22 <sup>1</sup> / <sub>2</sub> Gymboree 20 2069 35 <sup>1</sup> / <sub>2</sub>
800 68 80 47 28 4 28 4 28 5 + 19 Bortand 8754 9 6 8 6 9 6 + 16 BradyWA 0.52 20 147 30 29 28 4	- H - KrisingLieu 75 75 75
RSS Sport 120 14 100 412 412 40 40 40 40	Heatrear 23 3537 574
Buffets 544 9½ 9½ 9½ 4½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½ 1½	Healthore   13   22   13   13   14   174   175   1850
-c-	Helentiney 23 535 51 2 Herbst 0.60 14 635 234
C Tec 60 347 36 <sup>3</sup> 2 36 36 <sup>3</sup> 4 + <sup>1</sup> 4 CarmesCoreO20 26 67 17, <sup>2</sup> 17 17 - <sup>1</sup> 2 Carm Cp 1452 7, <sup>2</sup> 7, <sup>2</sup> 7, <sup>2</sup> + <sup>2</sup> 16 Car More 428 16 <sup>3</sup> 4 16 <sup>3</sup> 5 16 <sup>3</sup> 5 16 <sup>3</sup> 5 16 <sup>3</sup> 5	Hon Inds 0.56 25 1367 833
Centrela 115 985 5 64, 43, -14 Crides 20 6066 5, 41, 5 +12 Centrel hex 0.46 32 313 150 1491493, -41,	Hurco Do 8 1379 t/1 HutchTech 15 2909 33%
Casey 5 x 0.12 21 1048 2214 22 3212 +12   Ceigene 2852 1018 832 912 +1	injersion 981 2 <sup>1</sup> 4
CEM C2	
Chardler 70 41, 41, 41, 41, 41, 41, 41, 41, 41, 41,	Immusor 38 36 81 <sub>2</sub> Immunogen 769 11 <sub>2</sub> Inf Res 5560 u181 <sub>4</sub>
ChestOrio 1096 114 114 119 119 119 119 119 119 119 119	Interna 33187 93 <sub>1</sub> Ingleshika 055 11 896 131 <sub>2</sub> Integribey 5639 131 <sub>4</sub>
Christo 1,04 17 527 80 ½ 79½ 80 ½ 41½ Christo Co 0,00 34 457 56% 65% 65% 65% 65% 66% 67% 0,007 17.1667 25% 05 25% 41½ Chross 222 407 15% 15½ 15½ 15½	brigativist 80 821 171 <sub>8</sub> integativist 20 % Intel a 0.12 25118329 973 <sub>8</sub>
Crust.§ 16527 1576 1474 1474 1474 County 4968489 77 7474 7576 -111 County 657 211 276 211	Integrated 3584 313 Inter 7et 34 562 243 InterfaceA v 0.25 19 545 275
CocaCobiB 1.00 29 48 50 49 50 CodeAlerm 20 114 134 114 Cognes Co 62 3494 3572 24/2 3578 +38	Integral 7107 10 <sup>1</sup> 4 Interview 1060 278 Interview 3672 15 Intervoic 10 1120 10
Dogmor 23 237 2312 2814 2814 14 Coherent 19 469 4814 4712 4712 +71 Coherent 0.20 27 127 1812 1776 1014 Coheren 0.21 27 13 23 22 2218 +58	Indicate 0.80 17 1101 23 toolcaADR 74 103g
Corneir x 0.24 15 897 27 <sup>1</sup> 2 27 27 <sup>3</sup> 8 +2 Crossis 0.09 4029 24 23 <sup>1</sup> 8 23 <sup>1</sup> 4 -1 Crossis 0.09 14526 24 <sup>1</sup> 6 23 <sup>3</sup> 8 23 <sup>3</sup> 8 +1	NoYokado 1.01 37 8 228
CommissionSC 15 486 53 52 <sup>3</sup> 4 52 <sup>1</sup> 2 - <sup>3</sup> 4 CommissionSC 15 486 53 52 <sup>3</sup> 4 52 <sup>1</sup> 2 - <sup>3</sup> 4 Commission 134 35 <sup>3</sup> 6 35 35 <sup>1</sup> 6 4 <sup>1</sup> 6 Commission 1195 11 <sup>3</sup> 6	- J - J&J Sneck 21 50 18 Jeson Inc 15 292 67 <sub>8</sub>
Constant 519 9 859 9 Consilium 239 454 414 412 Contributs 9 168 2074 2016 2016 Contribit 0.50 14 2259 3156 31 3172 438	Johnson W 7 147g Johnson W 7 147g Jones In 511 125g Jones Med 0.10 34 8945 287g
Comprese 1001 47s 41s 41s 41s 4s	JSB Fin x 1.40 16 x0 4424 June Ug 0.22 13 424 15 <sup>2</sup> 2
Country Co. 7 2105 1712 1674 1712 +14 Country S 0.02 27 4551 2814 2775 2816 +16 Country S 11 9023 2114 2014 2015 -14	Joseph 0.16 15 255 a14 1g
Crown Res 329 513 555 55 12 Camo 38 90 1514 1414 1514 +12 Cybergrd 997 1015 815 912 151	- K - K Swiss 6.08165 23 1578 Kaman Cp 0 44 28 2123 16 <sup>1</sup> 2
Cytic 11583 27 1 25% 27 4 - 7 Cytogen 5421 4 6 64 4 8 + 16	Kelly Sv 0.88 16 589 321s Kerthell 1.16 15 14 431s

Datallex				3,4		-16	-
Datescape	24					چ.	1
Deb Shops	£0.20	33	35	035	352	1,	
Deichamps :	044 26	55	29%	29[]	2910	- 1	EAS
DeliCing	441	TES	30%	75	753	-34	Co
Despiy	0.37 21	407	55 <sup>1</sup> 4	545	5413	-1	Con
Descon		zß	458	15	25		ACEN
DH 1ech	466	382	23%	22	23,	+112	Argo
Olgi Inti		625	115	11	114	-1	Cher
Dig Micro	411	1829	391	3712	38	-70	Date
Dig Sound		950	112	15	1/3	-	Dr S EDA
Dig Syst	10	ΖŪ	1418	1412	1412	14	Este
Cionex Cp	22	84	45%	4514	481	步	hno
Dade Ym		839	1119	1012	11/4	+2	Pho
Dollar Sin	020 38	1908	433g	4112	423	-3	HITT
			-	=-		- 1	

DSC Cm 11610 2712 2672 2673 -31 Dan Gros C13 2100 5974 5974 5974 -274

ASDAQ NATI	UNAL MARKE	4 pm clase August 77
Stack	57 Sie Stock Die, E 1886 High Law Lect Chag	Stock Dir. E 108s High Law Last Chag
Dress 60 0.24453 413 45 <sup>1</sup> 2 43 <sup>3</sup> 4 45 <sup>2</sup> 9 +1 <sup>5</sup> 8	- L - Labore 0.72 44 71 173g 153g 163g -1g	- R - Raintow: 13 471 18 <sup>3</sup> 2 17 <sup>3</sup> 8 17 <sup>3</sup> 8 -1
Drug Empo 46 245 4 <sup>3</sup> 2 94 4 <sup>3</sup> 2 - 1 <sub>8</sub> Dunnten 0.56 16 30 35 <sup>1</sup> 2 35 <sup>1</sup> 2 35 <sup>1</sup> 2	Ledo Furn 22 337 u16 <sup>1</sup> g 15 <sup>3</sup> u 18 <sup>1</sup> g Lem Roch 17235 58 53 <sup>3</sup> u 55 <sup>3</sup> u -1 <sup>7</sup> g	Reflys 218 21 <sub>8</sub> 21 <sub>4</sub> 21 <sub>4</sub> Reymond 0.25 10 20 327 <sub>8</sub> 327 <sub>8</sub> 327 <sub>8</sub>
	Lancaster 0.72 16 695 4912 4814 4818 -74 Lanca #x 0.96 23 367 2078 2018 2014 +14	RCSB For 0.60 17 1259 485g 465g 483g +15g Read-Rite 2213742 221g 271g 271g +3g Recoton 19 157 123g 121g 121g +1g
- E - Eagle Fd 15 371 5½ 5¼ 5½ -¾	Languette 24 53, 53, 512 Langue Ind 13 296 1618 155, 153, -14	Regrance   19   157   123, 124, 124, 124, 124, 128, 128, 128, 138, 138, 138, 138, 138, 138, 138, 13
ESSENTE 929 20 <sup>1</sup> 19 <sup>5</sup> 20 1 <sup>1</sup> 8 ECI Te) 0.20 21 2334 32 <sup>2</sup> 32 32 <sup>1</sup> 1 <sup>1</sup> 4	Lastrice 5 31 3940 675 844 864 -1	Rescribbed 23 x0 23 <sup>1</sup> 4 23 <sup>1</sup> 4 23 <sup>1</sup> 4 Resound 500 5 <sup>1</sup> 4 5 <sup>3</sup> 8 5 <sup>1</sup> 1 + <sup>2</sup> 6
Egghead 4431 6 512 558 -24 BectrSci 21 97 463, 475, 4846 -1	Layeson Pr 0.55 14 407 128 4 27 27 -38 Lectriers 53 842 4 31 33 34 -14	Reactor 1.25 22 2241 65 6376 6476 +76 RoadowExpr 0.20 16 453 2312 2276 23 14
Becrato 127 13 92 763 763 763 763 Electron 22 3665 327 32 32 32 5	Life 1ech 0.20 22 24 28 <sup>1</sup> 4 27 <sup>3</sup> 5 27 <sup>3</sup> 4 Lifeline 26 163 19 <sup>2</sup> 5 18 <sup>3</sup> 4 19 <sup>1</sup> 5 + <sup>3</sup> 5	Rose Str 0.18 19 6935 3158 3034 3034 - 3
Emocn Ass 62 (44) 313 42 +44 Encules 600 45 16 154 18 +5	Undstyllf 0.14 18 576 USB 367 <sub>8</sub> 38 +1 <sup>1</sup> 2 LinearTec 2 0.24 3713805 67 <sup>2</sup> 4 64 <sup>2</sup> 4 64 <sup>2</sup> 4 -2 <sup>2</sup> 6	RoyalGold 31 54 83 <sub>8</sub> 73 <sub>4</sub> 73 <sub>4</sub> . 3 <sub>4</sub>
France 91 3/2 3/2 3/2 4/2	Liquidox 0.52 14 14 34 <sup>1</sup> 2 34 <sup>1</sup> 2 34 <sup>1</sup> 2 LineStresk 11 5707 18 <sup>1</sup> 8 17 <sup>5</sup> 8 17 <sup>3</sup> 8 + 18	RMA Inc. 0.52 16 2286 19 18 18 18 18 18 18 18 18 18 18 18 18 18
FD Waste 2 30 1 1 1 1 Press 0 120 4874083 464 45 4514 +2	Lone Star 21 20 33 33 33 -4 LTX Cp 3011 61 77 8 -7	
Entred 205 5% 6% 5% 5% 4% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5%	LYMAH 0.85 29 122 4812 4814 4834 +3	- \$ - Saleco 1.20 15 3709 48 <sup>3</sup> z 46 <sup>1</sup> g 48 +1 <sup>1</sup> 2
Example 66 6648 12 <sup>1</sup> 2 11 <sub>18</sub> 11 <sup>3</sup> 2 - <sup>1</sup> 4 Example 627 6 <sup>2</sup> 6 6 <sup>1</sup> 6 6 <sup>2</sup> 6 + <sup>1</sup> 2	- M -	SALCOM 040 xi 13½d13½ 13½ Sanderzon x0.20 54 35 15½ 15 15½ 3g
Eddeller 68 200 2012 2013 2014 -14	MCI Cm 0.80 2068602 34 14 32 75 34 + 36 MS Car's 18 404 22 15 21 75 22 · 14	Schimbyrk 0.42 16 683 22 <sup>3</sup> 4, 22 22 <sup>3</sup> 4, <sup>1</sup> / <sub>2</sub> Scios 2507 7 <sup>2</sup> 8 7 <sup>3</sup> 8 7 <sup>1</sup> 2 <sup>3</sup> 8 Scios 0.52 2 2238 11 <sup>5</sup> 8 10 <sup>7</sup> 8 11 <sup>5</sup> 8 + <sup>2</sup> / <sub>4</sub>
EzcorpAnv 16 180 10 <sup>1</sup> 8 9 <sup>3</sup> 8 10 - <sup>1</sup> 0	Mac Milk x 0.60 7 196 13 <sup>1</sup> 2 13 <sup>1</sup> 4 13 <sup>1</sup> 4 - <sup>7</sup> 6 Madge 827185 7 <sup>1</sup> 8 6 <sup>1</sup> 4 6 <sup>2</sup> 6 + <sup>1</sup> 2	Score Brd 68 13 15 13 +14 Seufleid 1.20 132 24 d21 23 -479
.F.	Me# Box 26 1036 26 <sup>3</sup> 2 24 <sup>3</sup> 4 25 <sup>3</sup> 8 1 <sup>3</sup> 2 Mepics 2458 11 <sup>3</sup> 8 10 <sup>7</sup> 8 11 <sup>3</sup> 8 + <sup>1</sup> 4	SB Inva <sup>2</sup> 0.38 24 500 28½ 28½ 28½ 29½ -½ Settets 8 7 20 7 7 7
Fail Grp 75 189 71: 74 712 +4 Fair Cp 13 214 15% 15% 15% 14	MarshSmitA 0.44 13 7 15 <sup>3</sup> g 14 <sup>3</sup> 4 13 <sup>1</sup> g + <sup>1</sup> g	Seline 1.12 17 118 53 <sup>1</sup> 2 52 <sup>5</sup> 2 53 <sup>1</sup> 4 + <sup>1</sup> 4 Sequent 7310705 27 <sup>2</sup> 6 20 26 <sup>2</sup> 76 + <sup>1</sup> 8 Sequent 167 3 <sup>1</sup> 76 2 <sup>1</sup> 78 3 <sup>1</sup> 76
Fasteral 002 62 1732 56% 58% 59% 59% +% Prind 088 27 2229 63% 01 62% +1%	Manchi 0.80 16 2668 u4373 4376 4376 +78  Matrix Hi 963 439 414 439 +16  Macon Int 37 8963 7058 6814 6978	Serv Tech 20 5-1, 5-1, 5-1, Sevensen 0.22 21 20 22-12 22-12
Figure A 5 737 137 137 137 138 44 Filenes 842 201 191 195 14	Mazorn Int 37 8963 70 <sup>5</sup> 8 88 <sup>1</sup> 4 89 <sup>7</sup> 8  McGrath R 0.32 15 53 20 <sup>1</sup> 8 19 <sup>1</sup> 2 20 - <sup>1</sup> 2  McCornold V 0.60 35 2761 25 <sup>1</sup> 8 34 <sup>1</sup> 2 24 <sup>5</sup> 6 - <sup>2</sup> 6	SharedMed 0.84 22 2860 30 48 <sup>3</sup> 4 48 <sup>3</sup> 8 - <sup>1</sup> 2 ShTotFair 105 10 <sup>3</sup> 4 10 <sup>3</sup> 1 10 <sup>3</sup> 1 - <sup>1</sup> 4
Prot Am 080 18 2771 407g 391g 4014 +1 Protect a 068 10 2410 277g 361g 277g +11	Metamore 23 24 14 <sup>1</sup> g 13 <sup>7</sup> g 14 + <sup>1</sup> g Metamor Co 0.10 27 3024 31 <sup>3</sup> g 29 <sup>5</sup> g 29 <sup>1</sup> g 1 <sub>1</sub> g	Shorewood 17 23 21 20% 21 +38 Showbiz P 21 2074 21% 21% 21% +34 SigmAi 0.25 21 1423 343 3314 344 +12
FefTerm 1.20 10 3055 523 503 52 4 52 -3 Fitment 116 19 460 464 4412 4512 -5	Mentr6 38 2334 10/2 9/2 10 -/4 Mentrant B 0.60 16 618 30 29/8 29/8	SigneDes 40 2419 57 57 57 57 49 49 58 58 57 57 57 57 57 57 57 57 57 57 57 57 57
Fisery 30 2551 47 457; 467; 18 Rewint 192 345 95; 91; 91; 45;	Membering 0.03 11 2744 11 915 10 <sup>1</sup> 2 Member 795 2 <sup>3</sup> 8 2 <sup>3</sup> 2 2 <sup>5</sup> 8 + <sup>5</sup> 8	Silicn/VGp 201 5882 32 <sup>3</sup> 4 30 <sup>3</sup> 4 32 <sup>3</sup> 4 - <sup>1</sup> 4 Simpson 0.46 11 208 10 <sup>3</sup> 4 10 <sup>1</sup> 2 10 <sup>3</sup> 4 - <sup>1</sup> 4
PHODAGET 20 83 7% 7 7% +1g FOODLA 013 16 7657 7% 7% 7% +	Meca Air 5 856 514 514 514 + Manade A 0.20 19 489 2018 2014 2023 +14	Smithal 10 16 16 16 16 16 16 16 16 16 16 16 16 16
FORES 5341646 1914 1714 102 -11	Microsope 21 1811 23 <sup>1</sup> 2 22 <sup>1</sup> 8 23 <sup>1</sup> 2 +14 Microsope 2355 0 <sup>3</sup> 4 5 <sup>3</sup> 4 5 <sup>3</sup> 2 ·14	Street 1.00 15 3894 44% 4312 44% +14 Spieget A 309 6% 612 612 14 Spygdres 662 8% 9% 8% 74
Forter A 11 35 412 412 412 For Fai 0.60 21 223 314 314 312 42	Michi 5290867 140 <sup>1</sup> 4 136 <sup>3</sup> 8 136 <sup>1</sup> 4 · 1 <sup>3</sup> 4 Mich Atl M 386 14 <sup>1</sup> 6 14 <sup>1</sup> 6 14 <sup>1</sup> 6 - <sup>1</sup> 4	St Paulic x 0.40 17 520 23 22 2 24 2 24 2 24 2 24 2 24 2 24 2
Faitheam 124 15 676 48 3853 3954 11g Faiter HB : 074 14 535 5112 5012 5013 126	MidwGrain 1300 18 13 <sup>3</sup> c 13 13 <sup>-3</sup> c 14 14 14 15 15 15 15 15 15 15 15 15 15 15 15 15	Startaucies 68 6823 385g 371g 3814 -1g Star Micro 752 113g 11 111g -1g
FutmoFin 0.03 10 151 28% 28% 28% +1e	Macm 104 56 $\frac{1}{4}$ 56 $\frac{1}{8}$ 56 $\frac{1}{8}$ 56 $\frac{1}{8}$ + $\frac{1}{4}$ ManeShy 124 12 7 65 63 $\frac{1}{2}$ 53 $\frac{1}{2}$ +1 $\frac{1}{2}$ Minusch 010 25 83 10 $\frac{1}{4}$ 10 $\frac{1}{4}$ 18 $\frac{1}{4}$ · $\frac{3}{4}$	Steel Tec 0.10 15 29 12 <sup>3</sup> g 12 <sup>3</sup> g 12 <sup>5</sup> g SteldyUSA 228 1 <sup>7</sup> g 1 <sup>3</sup> g 1 <sup>3</sup> g 1 <sup>4</sup> g
- G -	NableTel 2577 13 12 <sup>5</sup> g 12 <sup>1</sup> g NableTel 2577 13 12 <sup>5</sup> g 12 <sup>1</sup> g NableTel 26 10 30 20 38 16 15 <sup>1</sup> s 18	State 0.60 11 27 22 22 22 22 24 - 2 Strmiogic 20 16 16 16 Strubyo 50 954 26 76 26 25 76
GN App 430 5 5 5 GNA Serv 0.07 25 880 35 3414 3412 +14	Motione MF 0.78 14 95 31 30 <sup>4</sup> g 30 <sup>1</sup> g + <sup>2</sup> g Moteon 0.06 27 2046 38 <sup>1</sup> g 36 <sup>1</sup> g 37 <sup>1</sup> g -1 <sup>1</sup> g	Strylar 0.10 35 20 417g 417g 417g Sutionard 0.20 20 1889 267g 257g 26 -12
Garries 6 357 2,2 2 2 4 6 6 6 6 6 6 7 6 7 6 7 6 7 6 7 6 7 6 7	Molecopy 0.05 29 1957 40% 384, 393 <sub>8</sub> -13 <sub>8</sub> Massam 105 41 <sub>2</sub> 41 <sub>4</sub> 41 <sub>2</sub>	Summomo@ 0.60 18 18 37 35 37 +1 Summit 1x 3451 676 676 674 -76
Sehi Co 12 241 u2012 1879 20 -14 Sehi Bind 0 44 15 801 27 2612 2614 -14	Missing 4 028 13 473 254 24 2412 38 MTS Sys 040 14 90 3012 29 3012 +14	SunMic 2845121 49 <sup>1</sup> 4 48 <sup>1</sup> 1 47 <sup>2</sup> 2 -1 <sup>3</sup> 2 Swift Tra 21 1204 28 <sup>5</sup> 2 27 <sup>3</sup> 4 27 <sup>2</sup> 2 - <sup>3</sup> 3
Centyte 11 217 141g 135g 14  GenstaP1 2508 45g 45g 45g +1g	Mycogen 1663 247g 237g 235g -1	Systems Inc 9828 15% 15¼ 15¼ +½  Symantec 23 8752 25 23½ 23% -¾  Synalloy 0.36 22 163 16½ 15¼ 15¼ +1
Gentros 30 1771 24% 2312 24% +1 Gents Inc 2012 51% 4% 51% 1% 1% Gentrymes 9316 2812 29 28% 1%	. N .	Synamic 283 42 <sup>1</sup> 2 40 <sup>3</sup> 4 42 <sup>1</sup> 2 +1 <sup>1</sup> 2 SystmSoft 0.10 18617 18 <sup>3</sup> 8 8 <sup>3</sup> 8 10 <sup>2</sup> 6 +1 <sup>1</sup> 4
Genzyme-ii 9316 2812 28 2833 - 14 Genzi-ii Dro 3250 5 434 476 - 14 Gibson Di 16 831 2234 2236 2236	Neath Frich 0.72 11 65 2014 2014 2012 +14 Nat Cornet 0.36 32 35 29 2814 2814	System&co 25 783 31 4 29 4 30 2 -78
Succingul, 01? 15 20% 20% 20% +14	Attra Sum s 0.13 20 502 20 193, 197, +1 Manigator 9 4 1812 1812 1812 -16	
GOBIS 379 12 <sup>3</sup> 2 12 <sup>1</sup> 6 12 <sup>1</sup> 8		T-Call St: 1033 11 12 12 12 13. 13. 13. 13. 13. 13. 13. 13. 13. 13.
GrantouSys 0.66 14 395 11712 7 714 Grante 0.36 14 20 21 21 21 13	Nestep 24943 4134 40 4034 32 Nebrok Gen 31 1976 1658 1614 1614 34	TBC Cp 11 191 8 <sup>1</sup> 4 0 8 - <sup>1</sup> 4 TCA Cabbo 0.64 25 497 38 37 <sup>1</sup> 6 37 <sup>1</sup> 8 - <sup>5</sup> 8
I DECEMBER OF THE OFFE THE	1	TO SpA 66657 u18½ 18½ 62½ +½ TechData 28 4307 40½ 39¼ 395 22 1ecumesh 1.80 10 31 53¾ 50 53¾
GHY Sv2 . 0.20 25 82 224 2112 224 +12	Mordson 0.80 22 91 60 59 59 -1	Tetrates 59 1028 60% 56% 60% +3% Tetrates 98 144 10 9% 9% 1%
Columnation 20 2069 13-2 24-9 24-8 +12	Montan   17 109 19% 19% 18%	1etComALb 6 3057 253; 243, 251 <sub>2</sub> +1 <sub>8</sub> 1etlans 3919451 611 <sub>4</sub> 59 60 -3 <sub>8</sub>
- 11	NW At 7 2005 403 207 397 16	Tehron Cp 0.01 861 21% 20% 21% 44 Tehra Tec 27 2138 29 28% 28% +4
HrdingLaw 15 75 75g 73g 13g	Nontres 12493 107% 102% 106% -1%	TevaPhADR 0.27 25 7784 59% 55% 55% 56% -376 300m 2682815 56% 53% 54% -12 78% 967 7% 7 7% +14
Heastrear 23 3537 5718 5458 5738 +32	MSC Corp 20 20 211 211 211	TJ int 0.22 18 1263 25 <sup>1</sup> 2 24 <sup>7</sup> 2 25, 1 +12 10d0-AD 0.00 15 88 9 <sup>3</sup> 8 874 9 <sup>3</sup> 8
Heathere 13 22 12 113 113 113 -16 Heatherich 36 1014 171 163 157		Tokyo Mar 0.26 23 184 63 521 <sub>8</sub> 621 <sub>8</sub> -13 <sub>8</sub> Tom Brown 49 584 221 <sub>2</sub> 213 <sub>4</sub> 213 <sub>4</sub> -5 <sub>9</sub>
Hechinger 1350 214 212 216 -19 Heching 10 45 1014 1014 1014 +14	-0-	Tools Alph 17 130 10 <sup>3</sup> s 10 <sup>3</sup> s 10 <sup>3</sup> s 10 <sup>3</sup> s 4 Toops Co 0.20 689 3½ 3½ 35 4½ TransWitt 22 183 21 <sup>1</sup> 2 20 <sup>5</sup> s 21 -12
Herbit 0.60 14 635 23 <sup>1</sup> g 22 <sup>3</sup> g 22 <sup>3</sup> g	Octobili 30 2196 30% 30% 30% +/6	7ranscend 135 212 216 216 Tremulet 0.96 11 24 384 37 3712 +12
Hart Inds 0.56 25 1367 833, 803, 823, -14	Optobay N 1,40 8 11 51 51 51	Triumble 1119 17 <sup>3</sup> g 16 <sup>7</sup> g 17 <sup>1</sup> g + <sup>1</sup> g Trucviso 234 2 <sup>7</sup> g 1 <sup>7</sup> g 1 <sup>7</sup> g
HntBroot 0.73 1211948 34 33 335 44 1	OKemFin 1.36 17 2112 60 6 60 60 42 +2	TrustcoBHC 1.10 17 537 25 <sup>1</sup> g 24 <sup>3</sup> g 24 <sup>7</sup> g + <sup>1</sup> g Trieng Lab 526 3 <sup>2</sup> g 3 <sup>1</sup> g 3 <sup>1</sup> g TysFtiA 010 22 2622 20 <sup>5</sup> g 18 <sup>7</sup> g 30 <sup>2</sup> g + <sup>1</sup> g
HutchTech 15 3509 335 32 32 4 - 7 Hybrition 507 3 25 27 27 1	Orthancorp 1.36 14 818 5124 5014 514 +4	
injorBos 981 218 218 218 +	Oracle 4543085 57% 55% 57 -3	- U - UChiesGe 1.02 19 20 23 <sup>3</sup> 4 38 <sup>3</sup> 4 23 <sup>3</sup> 4
_	Ornotech 21 3200 42 <sup>1</sup> 4 39 <sup>1</sup> 8 41 <sup>1</sup> 4 - <sup>2</sup> 8	United St 16 4 35 2 34 2 35 2 -1 2 United St 16 1 35 2 34 2 35 2 -1 2 United St 29 4 4 4
183 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Orthodic 397 10 <sup>3</sup> 4 10 <sup>3</sup> 4 10 <sup>3</sup> 4 +1 Ostap 70 690 676 8 <sup>1</sup> 4 876 -1	Unitem 2.40 20 580 61 3 60 4 61 5 + 12 US Energy 148 912 9 8 14
Immunogen 769 112 12 12 12 12	Osthorsh 7 x0.80 25 20 15 <sup>1</sup> 8 15 <sup>1</sup> 8 15 <sup>1</sup> 8	US Servis 43 1½ 1½ 1½ US Isi 0.60 24 51 52½ 51½ 52½ +5 UST Comp 0.40 15 735 21½ 21½ 21¼ -½
britina 33187 938 9 916 +18	Destrict 186 15 62 324, 32 324;	Ded Telev 0.80 21 10 98 98 88 -3 USE 17 41 47 45 47
Ingleshika 056 11 896 13 <sup>1</sup> 2 12 <sup>7</sup> 8 13 <sup>1</sup> 4 · <sup>1</sup> 8 Integrow 6639 13 <sup>1</sup> 8 12, <sup>7</sup> 4 12 <sup>1</sup> 8 · <sup>1</sup> 8 Ingustys 80 821 17 <sup>1</sup> 8 16 <sup>1</sup> 2 17 · <sup>1</sup> 8		
mingafirs and it is		- V - /atmort#, 0.28 23 688 21/2 20% 2014 +12
Integrate 3584 313 35 334 16	PacDunion 0.14 78 258 10 <sup>3</sup> 2 18 <sup>3</sup> 8 10 <sup>3</sup> 8 -14 1 PHRthA 27 1103 57 <sup>7</sup> 4 65 66 14	Mgrd Cell 3425 15 <sup>5</sup> 8 14 <sup>2</sup> 6 15 - <sup>3</sup> 4 Marten 0.36 12 713 38 34 <sup>1</sup> 4 34 <sup>5</sup> 8 - <sup>2</sup> 6
Interfect v 0.25 19 545 27 <sup>2</sup> 8 27 <sup>1</sup> 4 27 <sup>3</sup> 8 Integral 7107 10 <sup>1</sup> 4 9 <sup>1</sup> 8 9 <sup>7</sup> 8 + <sup>1</sup> 8	Param1 461920E 483 4512 4816 +112 1	Mear 36 872 223k 213k 213k - 36 MeospRst 71 37 143k 14 143k + 34 Mewlogic 20 1199 163k 153k 163k + 38
Intersive 3672 15 14 <sup>1</sup> 2 15 + <sup>1</sup> 4	Peorless 0.50 23 7 135 <sub>8</sub> 135 <sub>8</sub> 135 <sub>8</sub> 1 <sub>4</sub> 1 Peon Trity 17 9 33 <sup>3</sup> 4 32 <sup>1</sup> 2 32 <sup>1</sup> 2	ALSI 7ech 4814711 317g 30 307g -11g Note B 0.48 935 1287g 287g 287g +1g
Intitiative 14 67 24 235 24 +38	Penn Virg 1.80 17 68 5714 5414 3714 +12 Pentachi 108 211 212 212 -1	
tooksaADR 74 10 <sup>3</sup> 8 18 <sup>3</sup> 8 18 <sup>3</sup> 8 +1 <sub>2</sub>	Personal 20 20 36 69 30 <sup>1</sup> 2 29 <sup>1</sup> 4 30 <sup>1</sup> 2 Personal 20 426 28 <sup>1</sup> 4 28 <sup>1</sup> 8 28 <sup>1</sup> 8	- W - Wang Lab 8168 19 <sup>3</sup> 8 18 <sup>5</sup> 8 19 <sup>3</sup> 6
	Peopleoft 12614045 585 <sub>8</sub> 553 <sub>4</sub> 553 <sub>4</sub> .25 <sub>8</sub>	Nammisch 34 1206 11 \$\frac{1}{2}, 11 \$\frac{1}{2} = 1 \$\frac{1}{2}, \text{ 11 }\frac{1}{2} = 1 \$\frac{1}{2}, \text{ 12 }\frac{1}{2} = \frac{1}{2}, \text{ 13 }\frac{1}{2} = \frac{1}{2}, \text{ 13 }\frac{1}{2} = \frac{1}{2}, \text{ 13 }\frac{1}{2} = \frac{1}{2}, \text{ 14 }\frac{1}{2} = \frac{1}{2}, \text{ 15 }\text{ 15 } 1
-J-	PETGAMART 1925201 81 85 912 4 1	Medican PM 0.25 15 1048 203g 25 25 25 25 25 25 25 25 25 25 25 25 25
Jeson Inc 15 292 678 859 679 +14	Process Tech 23 1112 14 13 13 13 13 13 13 13 13 13 13 13 13 13	Warner En 0.10 18 743 022 3g 22 22 /2 +/2 Matem Bro x1.04 25 321 u62 79 2 81 4 +1 4
James in 517 12% 124 124 .12	70 1074 1076 1074 1074 1074 1074 1074 1074 1074 1074	Herpsta 21 677 4014 3912 3976 14 Het Scela 14 4035 1814 1818 18 14
JSB Fin x 1.40 16 z0 443 444 446 +1	PomeerSt 012 13 258 143 14 14	MoreSonoma 44 1751 4034 3834 3834 -1.5 Moloham I. 0.26 12 20 12 12 12 Moloham 68310 3338 32 3338 +12
Justin 0.16 15 255 a141a 133a 133a 14	HawdA 36 2606 2114 2012 2011 -1	Withinds 0.52 20 3909 2014 20 2076 +74 MPP ADR 0.29 20 686 u4434 4434 4434 +138
F		Myritan-Bidn 0.40 34 746 27 26 2 26 8 +14
- K - K Series 0.08165 23 157 <sub>8</sub> 147 <sub>8</sub> 147 <sub>8</sub>	hes Life 0.20 15 134 194 184 194 +3 hes Life 129 2102 425 403 414 +4	- X - Y - Z -
Kernen Cp 0 44 25 2123 16 <sup>1</sup> 2 16 <sup>1</sup> 4 19 <sup>1</sup> 4 1 <sup>1</sup> 6 F Kelly Sv 0.88 16 589 32 <sup>1</sup> 4 31 <sup>1</sup> 2 32 4 <sup>3</sup> 6 F	13 7210 u27 1 26 27 1 +1 1 1	2712418 5478 5278 5378 -13 Groom 38 3814 1418 1358 1378 -13
Kindel 1.18 15 14 431 <sub>8</sub> 423 <sub>4</sub> 431 <sub>8</sub> +1 <sub>6</sub> ( KiA-in 4916011 621 <sub>2</sub> 591 <sub>2</sub> 61 <sub>6</sub> -1 <sub>6</sub> (	hatbomm 45 9777 46% 45% 45%	oma Corp 6088 6 <sup>2</sup> 4 6 <sup>3</sup> 4 6 <sup>3</sup> 4 +2 <sup>2</sup> 6 2000 7660 54 51 <sup>3</sup> 4 53 <sup>1</sup> 4 - <sup>3</sup> 4
Koll A 20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Namhum 1837802 35% 34% 35% +% Y	2863 2712 27 2714 -18  Out Rect 18 282 618 8 618 -18  Out Rect 18 282 618 35 3518 -18

### Dow starts lower but steadier

#### AMERICAS

Profit-takers stayed in control on Wall Street and the Dow Jones Industrial Average followed Friday's steep 156 point shakeout writes John Labate in New \$571. York.

By early afternoon the 6,012.64. The broader Standard & Poor's 500 index also fell back, losing 3.12 at 930.42. A drive to unload technology stocks led the Nasdaq composite index lower by 16.35 at 1,582.17.

"If there's one uniform theme, it's corrections in overbought assets," said Mr Richard Hoey, chief economist and director of equity research at Dreyfus Corp.

Mr Hoey believes a further incentive to sell is coming from the recent cut in the capital gains tax rate. The long bond continued

to move lower, although tradiog was described by dealers as thin. It came off & at 9611 to push the yield up to 6.653 per cent, Treasury investors are awaiting a retail sales report tomorrow which could give analysts more evidence of changes in consumer demand, and potentially rising inflation.

Among Dow stocks. Coca-Cola fell \$1% at \$60% after an analyst downgraded the stock in the wake of the profits would be below the

Leading computer stocks also moved lower, with Microsoft down \$2 at \$137 and Compaq Computer off \$3 with further weakness, or nearly 5 per cent at

Shares in publisher Readers' Digest Association Dow had lost 18.48 at surged \$3% or more than 12 per cent to \$28 following the announcement that the chief executive would step down. TORONTO continued to

drive lower with fairly heavy losses among technology stocks and banks leading the way down.

At noon, the 300 composite index was off 59.55 at

BCE, telecoms leader and Canada's higgest market cap, fell 95 cents or more than 2 per cent to C\$41.10. Northern Telecom shed C\$2.35 to C\$141.90 and Newhridge Networks lost 80 cents to C\$63.40.

Banks, heavily sold on Friday, stayed under a cloud with Royal Bank of Canada slipping a further 85 cents to C\$64.65 and Toronto-Dominion Bank giving up 60 cents to C\$42.70. Drinks and entertainments leader Seagram shed 30 cents to C\$50.35.

Golds were mixed. Barrick Gold added 10 cents to C\$33.00 but Placer Dome continued to lose ground, giving company's announcement up 15 cents to C\$25.10.

#### Mexico City nervous

Latin American centres remained weak in early trading yesterday. Dealers said the combination of roll-over sell orders from Friday and broad concern about direction on Wall Street continued to weigh heavily on sen-

MEXICO CITY traded nervously from the opening bell to notch up a loss of 45.05 to 5.030.00 on the IPC index at midsession. Brokers said activity was nominal with institutions visibly absent-

ing themselves. "It's a slow start to the day," said one broker. Telmer, the market heavyweight, was off 15 centavos at 20.75 pesos.

SAO PAULO showed a midsession loss of 114 at 12,015 on the Bovespa index. Volume was described by brokers as light. Telehras came off 0.8 per cent to R\$148.49. SANTIAGO ran up one of the morning's heavier losses, sliding 1.40 or 1 per cent to 132.68 on the IPSA index at midsession.

<b>N</b>	LARKE	TS IN	PERSE	ECTIV	E	
	% chauge in local durancy †				% change shalleg †	% change by US \$ †
	1 Work	4 Weeks	1 Year	Start of 1987	Start of 1967	Start of 1997
Austria	-2.32	+4.51	+38.84	+26.20		+4.90
Belgium	-4.20	-1.74	+38.16	+26,81	+13.90	+5.06
Denmark	-2.00	-0.12	+51.13	+31.69	+19.34	+10.08
Finland	-0.18	+8.15	+83.80	+50,36	+35.09	+25.15
France	-1.69	+1.68	+47.29	+27.52	+15.09	+6.15
Germany	-1.01	+7.28	+65.21	+47.15	+32.68	+22.37
ireland	+1.72	+6.87	+45.75	+33,93	+23.17	+13.60
Italy	-1.13	+3.88	+52.65	+40.83	+28.45	+18.48
Nethertands	+1.68	+6.33	+81.14	+53.78	+38.12	+27.39
Norway	+2.71	+5.94	+56.81	+33.16	+21.32	+11.90
Spain	+0.78	-4.87	+71.05	+34.06	+20.89	+11.51
Sweden	+2.25	+2.97	+73.23	+40,84	+31.37	+21.17
Switzerland	-0.49	+1.49	+58.50	+47.94	+42.55	+31.48
UK	+2.91	+5.07	+27.90	+18.31	+18.31	+10.04
EUROPE	+0.78	+4.01	+48.09	+32.76	+25.34	+15.61
Australia	-0.71	+0.28	+25.22	+14.30	+14.09	+5.23
Hong Kong	+2.43	+8.90	+35.48	+14.00	+23.50	+13.91
Indonesia	-6.68	-8.74	+21.30	+0.96	-0.73	-8.44
Japan	-0.32	+0.82	-1.83	+4.00	+12.95	+4.18
Malaysia	-7.81	-7.1S	-16.42	-25.66	-24.70	-30.55
New Zealand	-2.08	<b>-0.3S</b>	+16.92	+8.48	+5.61	-2,41
Philippines	+1.22	-0.51	-18.34	-20.22	-20.46	-26.63
Singapore	4.24	- <del>5</del> .19	-4.93	-10.21	-8.05	-15.19
Thailand	-2.56	+4.17	-51.10	-24.23	-32.70	-37.93
Canada	+0.68	+3.58	+40.72	+18,47	+26.55	+16.72
USA	-1.47	+2.01	+40.41	+25.50	+36.07	+2S.50
Brazil	-1.01	-7.32	+74.40	+59,48	+65.53	+52.59
Mexico	-0.20	+3.90	+53.23	+47.32	+60.91	+48.41
South Africa	+1.66	+3.21	+11.01	+12.19	+21.87	+12.41

stocks. eading exporters while genral contractors and other

> urge players. 120, with 106 unchanged.

#### Jo'burg ends weaker

outh African shares ended own after Wall Street jiters spread to the local maret. However, the falls were oderate and dealers said e underlying market mood as still positive.

The Industrial index dropped 44.0 to 9,239.4, the all-share index shed 16.1 to 7,583.1 and gold shares put on 19.7 to 1,016.3.

Volume was a healthy R883mn, of which more than 50 per cent comprised trade in Perselel, Foodcorr and Barlows. Persetel ender down 25 cents at R36.00, with one deal alone worth R234mn. The information technology firm is still riding high on the back of its planned merger with Q

#### FIVS&P ACTUARIES WORLD INDICES

-0.57 +2.36 +31.93 +22.05 +27.21 +17.33

NATIONAL AND

Figures in parentheses US Day's Pound Sharing Yen DM Currency 94 chg Onv. Dollar Starring Yen DM Currency 92 week Index Inde	Low 7 197.56 7 174.70 1 213.82 6 172.54 3 159.58 5 314.82 7 205.96	198.70 179.10 219.63 178.22 159.76 315.18
of stock Index % Index Index Index Index on day Yield Index	Low 7 197.56 7 174.70 1 213.82 6 172.54 3 159.58 5 314.82 7 205.96	198.70 179.10 219.63 178.22 159.76 315.18
Australa (76)	7 197.56 3 174.70 1 213.92 4 172.54 3 159.58 5 314.82 7 205.96	198.70 179.10 210.63 178.22 159.76 315.16
Austria (25)	174.70 1 213.82 4 172.54 1 159.58 5 314.82 7 205.96	179.10 210.63 178.22 159.76 315.16
Belgium (29)239.21 -0.8 224.70 175.22 230.4S 225.82 -1.9 3.03 241.18 225.45 180.65 234.88 230.18 281.1	213.82 172.54 159.58 314.82 205.96	210.63 178.22 159.76 315.16
Belgium (29)239.21	172.54 159.58 314.82 205.96	178.22 159.76 315.16
Brazi (30)289.60 -1.3 272.04 212.13 279.00 578.59 -1.2 1.27 293.34 274.20 219.72 285.68 585.84 322.4	159.58 314.82 205.96	159.76 315.16
	314.82 205.96	315.18
Cenada (127)221.59 -1.0 208.15 162.31 213.48 223.24 -0.8 1.63 223.89 209.28 167.70 218.05 224.93 224.0	205.98	
Denmark (32) 387.43 0.7 363.93 283.79 373.25 371.87 -0.4 1.37 364.63 359.54 298.11 374.60 373.27 421.2		
Finland (28)307.43	187.30	206.87
France (83)227.23  -0.8 213.46 186.45 218.92 222.82 -1.8 2.37 228.57 213.68 171.21 222.51 228.55 237.4		190.44
Germany (59)232.50 -0.1 218.40 170.30 223.99 -1.2 1.27 232.84 217.65 174.41 226.76 236.76 236.76	172.93	175.68
Hong Kong, Chine (66)577.57 -0.4 542.55 423.07 556.44 574.06 -0.4 2.67 580.03 542.18 434.47 564.89 575.48 580.0		
Indonesia (27) 208.93 -1.8 196.26 153.04 201.28 333.89 -1.2 1.96 212.79 198.01 159.39 207.23 338.09 254.5	189.62	191.23
Ireland (17)		
tialy (53)		
Jopan (485)	107.57	
Malaysia (107)		
Mexico (27)		
Netherlands (19)		
New Zedend (14)89.56 -0.7 84.13 85.60 86.28 74.82 -0.2 3.89 90.20 84.31 87.56 87.84 74.99 96.4		
Norway (41) 330.72 0.6 310.67 242.25 318.82 341.09 -0.8 1.80 328.60 307.44 245.36 320.31 343.70 330.7		
Philippines (22)149.400.8 140.34 109.43 143.83 212.940.7 0.96 150.67 140.84 112.85 148.74 214.37 214.0		
Singapore (42)356.05 -1.3 334.46 260.80 343.02 243.00 -0.8 1.28 360.63 337.10 270.13 351.22 244.88 448.0		
South Africa (44)357.84 -0.3 336.24 202.16 344.84 305.24 -0.6 2.38 359.06 335.63 268.95 349.68 367.55 370.1		
Spain (33)245.10 =0.1 230.23 178.63 236.12 240.37 =1.1 2.29 246.25 229.25 183.70 238.85 293.73 278.0		177.72
Sweden (49)		
Switzerland (33)		
Thesand (42) 59.46 -1.4 55.86 43.55 57.29 72.23 -0.3 4.24 60.27 56.34 45.15 58.70 72.48 150.3		
United Knodom (213)311.81		
USA (638)378.621.8 355.85 277.48 384.95 376.821.9 1.63 386.08 360.90 269.20 378.01 386.08 389.6	264.75	269.20
Americas (822)	242.47	246.53
ATTRICES (022)		212.48
ELFODE (1 14)		
Nortic (150)		
Pacific Basin (881)		
Euro-Pacific (1990)		
North America (765)		
Francis Fx UK (501)		
Proffic Fx. Japan (306)310.940.9 292.06 227.76 288.05 200.05 200.06 201.76 320.06		
World Ev 115 (1823) 208.92 0.3 198.25 153.03 201.27 178.80 -0.5 1.80 200.33 184.74 130.03 202.89 181.02 212.8		
World Cy 118 (7748) 258.45 -0.7 242.78 1993) 248.88 20120 -18 187 258.45 197-88 258.45 258.00		
World Et. Japan (1978)328.80 -1.4 308.87 240.85 318.77 324.46 -1.5 1.93 333.42 311.57 249.75 324.72 329.50 334.8	242.70	244.15
The World Index (2461)263.06 -0.8 247.11 192.69 253.44 236.98 -1.2 1.75 265.06 247.77 198.55 258.1S 239.92 267.2	207.54	209.83

Commerzbank bid talk steadies Frankfurt

Most bourses stayed weak, but trading yesterday was much steadier than on Friday when Wall Street came close to pressing the panic button

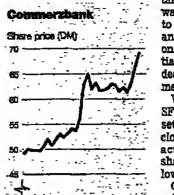
FRANKFURT ended off last week that third-quarter 9.16 at an Ibis-indicated 4,333.15 at the close of electronic trading after a better session for bonds and a modest rally for the dollar. Commerzbank staved firm.

> with news of the big financial merger in Switzerland between CS Group and Winterthur helping to fuel the takeover rumours that have blown up around the shares in recent sessions. At 3.6m, volume was rela-

tively heavy. "It's the same old story of a bid from either HSBC or ABN Amro," said one broker. The shares ended DM2.96 better at DM69.11 for a two-day gain of 7 per cent.

Continental reported a 47 er cent improvement in first half pre-tax profits and edged up DM1.50 to DM49.70 in 4.8m shares traded. BASF added DM1.16 to DM71.86, hut Hoechst dipped 52pfg to DM8261 ahead of tomorrow's interim figures. Volkswagen was one of

the day's heaviest hig board casualties, sliding DM16.50 to DM1,321.5. Thyssen and Krupp-Hoesch gained from



talk that their steel link may lead to a full-blown merger. Thyssen ross DM11.00 to DM424 and Krupp-Hoesch gained DM8.00 to DM328.

Jul . . 1997

Source Detectment/CV

Drugs group Altana came off DM43.50 or 23 per cent at DM143.5 as news that the company was abandoning clinical trials for a successor to its Pantoprazole anti-ulcer drug sparked a steep sell-off. ZURICH looked to be less than impressed by CS

Group's plans to turn itself into Switzerland's biggest financial group via the takeover of insurance leader Winterthur. Both shares eased, and at the end of the day the SMI index was 39.2 lower at 5,825.6.

There was said to be some disappointment that the cent to FI 98.80. KLM, a dipped FFr4.10 or 2.6 per and perceptions that Swe-

1997

m/CV

nearly 3 per cent, to 1,459.68

and the capital-weighted

Nikkei 300 was down 9.05 at

High technology and elec-trical issues also suffered

Financial issues mostly

executives in the wake of

financial scandals. Sakura

Bank, the day's most active

issue, fell Y32 to Y698, indus-

trial Bank of Japan Y40 to

Y1.690 and Dai-Ichi Kangyo

Bank Y60 to Y1,460. Nomura

take-out price for Winterthur was SFr1,552 and not closer to the SFr2,000 that many analysts had been betting on. The hint from CS of imtial earnings dilution in the deal also weighed on senti-

SFr1,560 at one stage before settling to SFr1.497 at the close, off SFT18.00. CS was actively traded in 2.6m shares, but ended SFr3.50 lower at SFr205.

Other insurers were active. Zurich Insurance put on SFr18.00 to SFr632 while Baloise, widely seen as the next takeover candidate. leaped SFr325 to SFr4,035.

about Wall Street, ending sharply weaker after abanlost ground. The AEX closed down 23.09 or 2.3 per cent at 973.07, off its low of 971.53 The AEX had traded as high as 985.87. Brokers said institutional

investors remained on the sidelines, waiting for US data releases later this week They said private investors were eager sellers on fears that the stock market rally

Winterthur rose to

AMSTERDAM fretted

doning attempts to recover

There was heavy trade in

bank shares, which saw ARN Amm lose F1 2 20 or 44 per cent to Fl 48.30 while ING shed F12.70 or 2.7 per

FTSE Actuaries Share Indices Halional & Pagissel Martista gross % 952,07 2238.71 1.32 993.56 -0.52 -0.20 . 2.29 3.52 0.00 0.00 2.27 -0.90 -0.74 -0.37 1.72 1.89 2.50 300 Ex-UK 992.46 300 Ex-Eurobios 922.65 FTSE Barreton 300 -0.40 -0.89

strong market last week cent to FFr155.90 on a report after its first-quarter results, fell F13.10 or 4 per cent to

FI 74.10. Publisher Wolters Kluwer bucked the trend, rising Fi 3.50 to Fl 285.50 as investors were said to have switched out of Elsevier.

PARIS struggled to find direction, opening sharply weaker and then straying briefly into positive territory before retreating again. The CAC 40 ended the day slightly lower at 2,983.44,

Activity was modest as traders showed signs of smaring their books ahead of the French national holiday on Friday. Thomson-CSF

on talk that HSBC is to sell a

A\$5.92, Among banks, NAB

shoot to Bank of China.

that the government might abandon plans mooted by the previous administration to buy Rafale fighter planes. Thomson-CSF contributes parts for Rafale. The maker of the fighter planes, Dassault Aviation, dropped FF154.00 to FF11.356.

take marge of the Landon

STOCKHOLM bucked the European trend, as the strong dollar and a buoyant financial services sector drove the market higher. The general index rose 17.93 to 3,246.19 with shares worth Skr4.83bn changing hands. The market opened

weaker in line with other bourses after Wall Street's slide, but a stronger dollar

den's economy was in good shape pushed shares into

The working and or Bear war at the same

positive territory. Merger talk, sparked by the deal between Winterthur and CS Group, helped the banking sector. Handelsbanken and SE Banken grabbed the attention, and the shares gained Skr250 to Skr272.00 and Skr4.00 to Skr98.50 respectively. Sk Banken is scheduled to release half-

ersace

reorga

ses budget plod

ANT PERSON

1 distion surges:

grimes suspect

والمناسبة المناسبة المناسبة

Strain Walnut

Spire Title ...

Z. ....

-- Programme

# .... -

BE COLUMN TO THE SECOND TO THE

green ....

A. ...

lengency landing:

E Plant

ZEES.

Bees Lather milita.

**歯壁型がこれに、4** 

222-

States, Marie - -

bbers names nev!

Triple .

POTENT TO THE REAL PROPERTY.

25/24 ENDER TO . . .

PER CENTER OF THE

In the second

Yazi -

Em (3 à .... 5

TENEZ C.

Brackers and a second

1000 47-00 Francis

CHARLES SALES AND A STATE OF

100m2 1-16

ian ex-ministe

EN 229-13

西 3 7 7 7 7 7 7

工程证

to Store Attion

Ed42 800

-signifi

-

wer's far right ach

200

year results today. Telecoms group Ericsson reversed earlier losses to end Skr2.50 stronger at Skr366.50. Astra failed to hold on to early gains, closing flat at Skr142.00.

HELSINKI ended a touch lower after a brief attempt to break positive ground on the firmer dollar. The HEX index shed 9.19 to 3,600,54 after dipping to 3.569.7. Mar-ket leader Nokia ended off FM2.00 at FM469.00 after touching a low of FM451.00.

BUDAPEST fell sharply after disappointing earnings reports combined with Wall Street's shakeout on Friday to send investors rushing for the exits. The BUX index fell 485.64 or 5.8 per cent to 7,861.88, its second heaviest single session decline. Drugs group Egis Gyogyszergyar came off Frt900 to Frt12,300 on reduced interim earnings.

Written and edited by Jeffrey Brown and Greta Steyn

### Tokyo sheds 4% on dollar and economic woes

#### ASIA PACIFIC

Tokyo ran up its heaviest one-day loss this year following Friday's shakeont on Wall Street, dollar weakness against the yen and poor domestic economic data. writes Ginen Robinson. The Nikkei 225 average

plunged 780.28 or 4 per cent to close at the day's low of 18,824,18, Stock prices opened

sharply lower on negative sentiment generated by Friday's stide in New York and growing concerns that Japan is trapped in a minieconomic downturn following the recent series of weak economic data. The fall in Nikkei 225

index futures prompted arbitrageurs to pull out of cash

The dollar weakness hit from the sector's decline in New York. Sony fell Y500 to Y11,400, TDK Y290 to Y9,550 lomestic demand-reliant and Kyocera Y290 to Y8,810. hares continued to slide on Tokyo Electron slid Y290 to ersistent concerns about Y7,250 and Advantest Y400 eir financial bealth. With to Y11,400. nany traders and investors lost ground, with the excepbsent for Japan's week-long volume tion of Yamaichi Securitie ninned, leaving the market which rose Y30 to Y259 foluinerable to manipulation lowing the resignation of a y hedge funds and other number of the company's

Turnover dwindled from riday's 491m shares to an stimated 354m. Declines verwbelmed advances 1,015 he Topix index of all firstection stocks slid 43.59.

made a strong debut on the Tokyo market on Friday, HK\$270 but Hang Seng Bank Nilder 225 Average (000s) rose Y15,000 to Y675,000. In Osaka, the OSE average followed Tokyo down, tumbling 459.77 to 19,773.79, although volume more than doubled to 35m shares. In London the ISE/Nikkei 50 index gained 6.83 at

> HONG KONG reacted violently to Friday's downturn for bonds and equities in the US. The Hang Seng index fell by more than 300 points before settling at 156,460.47. down 187.07 or 1.1 per cent,

Property shares, a strong market lately, showed some of the sharpest losses. Henderson Land fell KK\$3.50 to HK\$71.50 and Cheung Kong capital index came off 30.05

Ordinaries index. BHP, which plunged lower last week following a string of management changes, clawed back 2 cents to A\$17.01 after touching a low of A\$16.7. News Corp came off 15 cents or 2.5 per cent to

lost 34 cents at A\$19.29 and ANZ 21 cents at A\$10.19. WELLINGTON was caught up in the general shakeout, but volume was light. The 40

HSBC lost HK\$3.00 at NZ\$59.6m. NZ Telecom gave up 8 cents to NZ\$7.58. gained HK\$5.00 to HK\$108.50

sharp depreciation in the 10 per cent stake in its offringgit. The composite index SYDNEY fell 44.2 or 1.6 per was down 30.22 or 3.2 per cent to 2,567.3 on the All cent at 902.14, having fallen through the 900 level earlier in the day. The ringgit fell to a 42month low of M\$2.73 to the

dollar after official comments which appeared to favour a weak currency. Telekom Malaysia lost 30 cents to M\$8.70 and Malayan Bank dipped 70 cents to M\$21.70. MANILA tumbled for the

third session as currency

Fujl Television, which shed HK\$2.50 to HK\$93.75. at 2,508.40 in turnover of ment. The main index fell 75.4 or 2.85 per cent to close at 2.572.43, the biggest single KUALA LUMPUR fell to a session drop in more than a 21-month low following a month.

The property sector was especially hard hit by the interest rate concerns, with the property index plunging more than 4 per cent to 1.278.18. Avala Land was the biggest loser, shedding 1.25 peso or almost 6 per cent to 19.75 pesos.

JAKARTA also suffered as foreign investor perceptions of the region worsened. The composite index fell 17.27 or 2.6 per cent to close at 658.17. Analysts said renewed currency worries had spooked the Jakarta market, already concerns and interest rate down 6.4 per cent last week worries weighed on senti- on interest rate worries.



#### NOTICE OF THE ESTABLISHMENT OF A POLICY INFORMATION CENTER

Notice is hereby given that Assicurazioni Generali S.p.A. has established an Information Center to provide information on policies issued by Generali Branches in Central and East European countries to, or in favour of persons who perished in the Holocaust, to the extent that such information is available to Generali in its archive in Trieste.

It should be noted that the information available to Generali relates to policies issued by Generali Branches in the respective countries sixty, seventy years ago and more. Generali holds, in its Head Office in Trieste, the first pages only of those policies, which were sent to it by the branches upon the issue of the policies. Generali does not have any information as to the status of the insurance coverages under those policies during the period following the issuethereof since all policies and all records relating thereto were kept in the branches, of which Generali was ousted immediately after World War II.

The information in Generali's archive is unindexed and Generali is not in a position to determine that the first pages which it does have in Trieste exhaustively reflect all policies issued by its branches in Central and East European countries before World War II.

To facilitate a search for names and information available in Trieste, Generali is in the process of computerizing the data available to it in Trieste. Information request forms are ready for distribution. Requests for such forms should be addressed to the Generali Policy Information Center, at one of the following addresses:

Generali Policy Information Center or Segreteria Centrale

Piazza Duca degli Abruzzi 2 Trieste 34132, Italy Fax No. 0039-40-671006

Generali Policy Information Center United Kingdom Branch 117 Fenchurch Street

London EC3M 5DY, United Kingdom

Fax No. 0044 -171-4806575

The computerization of data in Generali's archive in Trieste may take several months, and Generali will respond to inquiries as soon as possible.

Please note that since the expropriation of its properties and branches in East and Central Europe after World War II, Generali is not obligated under the policies issued in those countries. The policies and the assets related to them were all subject to local laws. The policies and the reserves underlying them became the responsibility of the states or state owned entities

Generali is setting up a fund in the amount of US\$ 12,000,000, to be applied over a period of twelve years, inter alia, for ex gratia payments to beneficiaries under such policies, and their legal successors, in accordance with priorities and criteria to be determined by a Committee headed by a retired Justice of the Supreme Court of Israel to be appointed by the Chairman of the Finance Committee, the Insurance Sub-Committee, the Committee for the restitution of Jewish Property, of the Knesset and Migdal Insurance Company Ltd. The procedures for applications to the Committee will be published by the Committee, once it begins functioning. The setting up of the Information Center and the establishment of the Fund should not be taken as a recognition by Generali of an obligation to pay any amounts under policies issued by its branches in Central and Eastern Europe before World War IE

